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# Trade and Industry

29 July 1977

News from the Departments of Industry·Trade·Prices & Consumer Protection

British industrial managers and engineers tend to be accorded less status and prestige than their continental counterparts. To tackle the problem and to improve appreciation of manufacturing and management, the Department of Industry has published a discussion paper, see page 169. Photo : John Lurcook.

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# Trade and Industry this week

## HOME

## Four years of price control

Over the last four years the Price Commission has reduced price increases in total by more than £3,500 million a year. This figure is given in the commission's report – published on Tuesday – for the period 1 March to 31 May 1977 (HMSO, £1.65).

The commission has dealt with over 30 000 price increase notifications from large firms. In one case in every five the commission has intervened to reject, modify or secure the withdrawal of the increase. In the early days the commission intervened in two out of three cases but the proportion fell as companies became accustomed to the rules, and as the rules themselves were relaxed.

At an annual rate the total amount by which interventions reduced price increases over the four years exceeds £3,500 million per annum. In some cases the reduction would be permanent and bring a 'saving' to the consumer in each succeeding year. In other cases a notification might be resubmitted – often at a lower figure – so that the 'saving' would be for a limited period only. If all 'savings' were permanent they would total £8,500 million. If, on the other hand, they lasted for only one year the total would be £3,500 million. 'The true figure,' says the commission, 'lies somewhere between the two.'

The commission has very rarely found it necessary to resort to statutory powers. 'Price control can never be popular with industry or distributors,' says the commission. 'It is a considerable tribute to trade and industry that they have been willing to co-operate voluntarily to make the system work.'

The commission draws attention to the upsurge in prices following the relaxations in the price code last August and to the further upsurge following the announcement of the new system of price control in February. Price increases notified by the category I companies in March were the highest recorded in terms of numbers and the highest for more than two years in terms of money; this high level of notifications has persisted in subsequent months.

'But the effect of these changes,' the commission says, 'is now beginning to be worked out and with the value of the £ stable around the $1.72 mark and commodity prices no longer rising, the underlying rate of inflation should now begin to come down again – although it may be some months before this improvement is reflected in shop prices.'

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## Consumer advice in the West Midlands

Any responsible body or person may apply for a grant to maintain consumer advice centres, said Roy Hattersley, Secretary of State for Prices and Consumer Protection, on Monday.

Replying to parliamentary questions from Bruce George (Walsall South) and Tom Litterick (Birmingham, Selly Oak) about the provision of consumer advice in the West Midlands, Mr Hattersley said that he very much regretted the decision of West Midlands County Council to close the nine centres which they operated at present and deplored the decision to refuse Walsall District Council the powers to assume responsibility for its local centre.

Under the Local Government Act 1972 a district council needs approval from the county council to provide consumer advice and Mr Hattersley said rejection of the Walsall application sought to deprive Walsall residents of a valuable consumer advice service from early next year.

Mr Hattersley applauded Walsall District Council for its initiative and emphasised his willingness to consider any reasonable application for funding under the consumer advice grant scheme for the current financial year.

## Insurance report published

Statutory powers of intervention into the affairs of insurance companies were used by the Department of Trade on 38 occasions in 1976 compared with 31 in 1975.

This was stated by the department on Thursday (28 July), in its annual report on the working of the 1974 Insurance Companies Act.

But, the report says, at the same time companies were more frequently being persuaded to take appropriate remedial action on a non-statutory basis. This was done in 57 cases in 1976, double the number for the previous year. A number of companies raised new capital and, in a few cases, companies were sold to new owners who were able and willing to subscribe additional funds.

At the same time, the report continues, the department continued to seek the strengthening of companies' assets. New, more stringent, asset valuation regulations came into force during the year.

On EEC requirements, the report comments that the UK sought the creation of a liberal European common market in insurance but different national practices and attitudes towards the regulation on insurance business had to be co-ordinated before this would be possible.

## Further £100m loan for Leyland

British Leyland's performance over the past three months has been sufficient to justify the provision of further funds. The government has accepted the National Enterprise Board's recommendation for the release to the company of further loan funds of up to £100 million. The loan is to be met from the NEB's funds and is subject to NEB being satisfied that progress on industrialisation reform is being maintained.

Referring to the NEB report on British Leyland, Eric Varley, Secretary of State for Industry, told parliament on 25 July that it included figures on the company's performance up to the end of June and gave a full account of the key aspects of performance. Production had been maintained at high levels over the last three months of this period.

The report also gave NEB's considered views on progress towards achieving a radical improvement in industrial relations, Mr Varley said. It concluded that solid progress had been made, although it was emphasised that much remained to be achieved. NEB recommended that it should be authorised to release further loan funds up to £100 million, subject to it being satisfied that progress on industrial relations reform is being maintained, and the government accepted NEB's recommendation.

The government had considered how these funds should best be channelled to British Leyland and Mr Varley recalled that, when parliament debated the subject of British Leyland finances on 3 August last year, he said that there was a case for all public funds for British Leyland being provided directly by NEB. He had received a recommendation to

this effect last summer from the Industrial Development Advisory Board. The government had not taken a final view on this, but had decided that for this tranche at any rate British Leyland's requirements should be met from NEB's funds. This arrangement would emphasise NEB's responsibility for satisfying itself that sufficient progress on industrial relations reforms was being maintained at each stage at which the company sought to draw on the new tranche.

Mr Varley pointed out that NEB's report anticipated a further requirement for funds before the end of the present financial year. This was in line with the original expectation in the Ryder report that a total of £200 million would be needed this year. He would be receiving a recommendation from NEB about the remaining part of this year's requirement when NEB reported further to him on its review of British Leyland's forward plans.

## Wanted: more and better managers

'All the existing links between industry, schools and colleges won't do any good unless we have managers, headmasters and principals who really believe in them. There's too much lip-service and tokenism around already. We want people who genuinely believe in the importance of manufacturing industry and in educating the nation to understand it.' Les Huckfield, Parliamentary Under-Secretary of State, Department of Industry, was speaking at the launch of 'Industry, education and management', a discussion paper published by his department on 25 July.

In a Commons statement on the same day, Secretary of State for Industry, Eric Varley, said that publication of the paper underlined that industry in Britain had many first-class managers who made vital contributions to the economy. But more top-class managers were needed and every effort must be made to ensure that manufacturing industry attracted more able young people and that they received the best possible education and training. There was a need also to improve the performance of existing managers where this did not already match the best.

'Industry, Education and Management' has been prepared by officials following consultation with senior industrialists, educationalists and others. It is published with a foreword signed by four secretaries of state – Eric Varley, Shirley Williams, Bruce Millan and John Morris. A summary of the paper is given on page 169.

### OVERSEAS

## Continental shelf boundaries decided

In answer to a parliamentary question this week (25 July), Frank Judd, Minister of State at the Foreign and Commonwealth Office, said that the UK/France Court of Arbitration, in an unanimous decision, had laid down the continental shelf boundaries in the Channel and south-western approaches.

This decision now opens the way for both countries to explore the natural resources that lie below the sea bed in these areas.

The court of arbitration was set up under the arbitration agreement between the UK and French governments in July 1975. Both parties agreed then that the court's decision would be binding.

## Big growth in ECGD's SW business

It was announced on Wednesday that during the year ending 31 March, the value of exports insured by the Export Credits Guarantee Department's Bristol office increased from £581 million to £755 million – a rise of 57 per cent.

Exports insured by ECGD in the region served by the Bristol office range from toys, gloves, buttons, shellfish and cider to contractors' plant and a wide variety of engineering products.

For the 92 exporters in Avon, the value of insured business was £79 million and for the other counties the figures are:
Cornwall: £22 million from 26 exporters
Devon: £21 million from 83 exporters
Gloucestershire: £94 million from 75 exporters
Somerset: £33 million from 55 exporters
Wiltshire: £61 million from 65 exporters
Berkshire: £202 million from 127 exporters
Dorset: £71 million from 65 exporters
Hereford: £6 million from 16 exporters
Oxon: £29 million from 54 exporters
Western parts of Hampshire: £153 million from 187 exporters (East Hampshire is served from ECGD's south London office)

## Advisory council appointments

Mr M. G. Wilcox has been appointed chairman of the Export Guarantees Advisory Council by Edmund Dell, Secretary of State for Trade. He succeeds Sir Michael Wilson whose term of membership of the council ends on 31 July. Mr Wilcox, formerly deputy chairman, is a director and chief general manager of Midland Bank.

Mr R. A. S. Lane has been appointed deputy chairman in succession to Mr Wilcox. He is vice-chairman of Standard Chartered Bank.

Mr A. W. Higgins has been appointed to the council in succession to Mr J. N. S. Ridgers whose term of membership ends on 31 July. Mr Higgins is a former deputy chairman of Lloyds and chairman of Woods and Maslen and of Higgins and Double Ltd.

Mr A. J. O. Ritchie, deputy chairman of Grindlays Bank, has also been appointed a member of the council.

The council advises ECGD on its commercial operations under the Export Guarantees Acts.

### EUROPE

## Jet decision postponed again

EEC foreign ministers failed to reach agreement on the site of the joint European torus (Jet) thermonuclear fusion project at their meeting in Brussels on Tuesday. But they asked the commission to extend the design agreement without running down the project to 30 September.

This will give foreign ministers time to reach agreement at their next meeting scheduled for 20 September.

Describing the lack of decision as 'very disappointing', Secretary of State for Foreign and Commonwealth Affairs David Owen said that the important thing was that the Culham-based design team should not give up hope.

## No firm MFA conclusions reached

Although no firm conclusions were reached at the Gatt textile committee meeting, which closed on Sunday (24 July), chairman Olivier Long said that there was a general feeling that the multifibre arrangement (MFA) should be renewed at the end of the year in some form.

Work will now proceed on bilateral negotiations with supplying countries and, in the light of these, the European community will decide whether or not to renew the MFA at the end of the year.

## Conversion of units of account service

A telex service with an automatic answering device which gives the conversion rates of the European unit of account in a number of currencies has been installed by the European commission.

The service is available every day from 1700 hours until 1300 hours the following day. Users of the service should call telex number Brussels 23789, give their own telex code, and type the code CCCC which puts the automatic system into operation. Conversion rates of EUA will then be automatically transmitted. The transmission should not be interrupted until the end of the message which is marked by the code FFFF.

# Home news

## More Price Commission powers from next Monday

The Price Commission Bill received royal assent on 22 July. The new price control powers under the act take effect on 1 August. The act will give a reconstituted Price Commission stronger powers to stop price rises which it considers unnecessary and unjustified – including the power to recommend price freezes for up to 12 months. At the same time, when considering prices, the Price Commission will be required to recognise the need for industry to earn an adequate real rate of return on capital, taking account of its future investment needs. Unlike the present powers on prices, which expire on 31 July, most of the new powers will be permanent. The main features of the new legislation are as follows:

1 The Price Commission will remain. Powers will be retained to obtain information from firms as well as to require pre-notification of price increase (sections 1, 3, 14, schedule 1).
2 The Commission will be empowered to carry out investigations into price increases, prices and margins and to judge them according to statutory criteria set out in section 2.
3 In the case of prenotifying firms (principally the larger manufacturers and service firms, which are required to let the Price Commission know 28 days before an intended price increase), a proposed increase may be frozen during the investigation, which may not last more than three months. If, following the investigation, the commission considers that the increase is not justified, it may recommend that it be frozen for a total of 12 months, starting with the date of prenotification (sections 4 and 6).
4 In the case of non-prenotifying manufacturing and service firms, prices may be frozen during an investigation, and the commission may recommend an extension of the freeze for up to 12 months beginning with the commencement of the investigation. It may also recommend that such a firm's prices be reduced to the level applying 28 days before the investigation started (sections 5 and 6).
5 Margins of distributors are not frozen during an investigation but the commission may recommend that these be reduced, following an investigation (sections 5 and 6).
6 The commission may, and in certain circumstances is required, to grant a firm under investigation an interim price increase. This cannot be reduced as a result of the commission's final recommendations (section 4(5) and (6), and section 5(4)).
7 The secretary of state may at any time order that an investigation be discontinued (sections 4(3) and 5(5)).
8 The secretary of state may require the Price Commission to examine and report on general questions relating to prices and charges. Such questions may not specify an individual firm unless the secretary of state considers that the enterprise is an absolute monopolist in its particular field (sections 10, 11).
9 The secretary of state may make orders enforcing recommendations of the Price Commission, following an investigation or examination. Such orders are subject to annulment by either house of parliament (or to affirmative resolution if, in the case of orders following examinations, the restriction is to last for more than 12 months) and must not be more severe than the commission's recommendations. The secretary of state may accept undertakings instead of making an order (sections 7, 8, 12, 13 and 22).
10 The secretary of state is required to make regulations providing for safeguards whereby the commission's recommendations, and the effect of a price restriction during an investigation, do not reduce a firm below minimum levels of profitability (section 9). Consultations have already taken place with industry on the form which safeguard regulations will take (cmnd 6861) (*Trade and Industry*, 24 June 1977, page 568).
11 The powers to enforce profit margin controls are retained for one further year, as is a power to enforce a sanction against employers who breach pay limits. However, the power to make a code which includes cost controls is abandoned (sections 15, 17). Proposals for a new price code were contained in the consultative document (cmnd 6861) (*Trade and Industry*, 8 July 1977, page 2).
12 The secretary of state is given power to exempt any price or charge from the scope of particular provisions of the act – a draft order to exempt certain prices and charges from investigation or examination is being laid before parliament (section 22(2)).

In addition to the main provisions concerning prices policy, the act contains a number of other provisions. Section 12(4) permits the secretary of state to prohibit the advertising of recommended prices in particular sectors, following a Price Commission recommendation. Section 16 extends the powers of the secretary of state over the display of retailers' prices and over charges for services supplied to the private consumer.

Section 17 extends until 31 July 1978 certain provisions of the Remuneration, Charges and Grants Act 1975. These exempt

## Bermuda '2' air service agreement signed

Brock Adams, United States Secretary of Transportation (left), and Edmund Dell, Secretary of State for Trade, signing the Bermuda '2' air service agreement in Bermuda on 23 July. The agreement, which was reached at midnight on 21 June with the clock stopped for 10 minutes, will govern air services between United States and United Kingdom points on north Atlantic, Bermuda, Caribbean and Pacific routes for the airlines of both countries. Mr Dell, who signed the agreement on behalf of the United Kingdom, said that it would provide a better basis for UK service relations with the United States, more economic use of resources by airlines, and a surer footing for airline finances.

employers from actions for breaches of contract to which they would otherwise be liable as a result of observing pay limits. The white paper, *The Attack on inflation after 31 July 1977* (cmnd 6882 published on 20 July), provides that the continuation of the 12-month interval between pay settlements will be a pay limit for these purposes and for the purposes of the margin control sanction in section 15.

Section 17 also provides power to extend dividend controls for as long as the provisions supporting a pay policy are operative. Section 18 gives permanent statutory backing to the payment of grants to local authorities and other bodies for the carrying out of price surveys and the provision of advice to consumers.

## Contributions to air travel reserve fund to end

Draft regulations suspending contributions to the air travel reserve fund by licensed air travel organisers from 1 October next were published on 22 July.

The fund was set up by the government in 1975 to help protect payments made for bookings, principally for air package holidays, if the operator's business collapses and if the bond, which has to be put up before a licence is granted, proves insufficient cover. The level of contributions is currently 2 per cent of an air travel organiser's turnover of business for which he requires to be licensed by the CAA.

As the name of the fund implies it is a reserve mechanism. As such it is considered that on 1 October next, when the next round of licences is issued and a further quarter's contributions would normally become payable, the reserve will be standing at an adequate level. The Air Travel Reserve Fund Agency, which manages the fund, advises that the fund will have reached a total of some £12.5 million, subject to any claims paid and interest earned. Payments from the fund to date amount to nearly £5 million.

The department will keep conditions in the trade and the levels of calls on the fund under constant review. Should either require the resumption of payments the levy will be reintroduced at an appropriate level.

The Civil Aviation (Air Travel Organisers' Licensing) (Reserve Fund) (Amendment) Regulations 1977 were laid before parliament in draft form on 15 July. Copies are available from HMSO.

## Auditors for British Aerospace and British Shipbuilders

On 22 July, the secretary of State for Industry, appointed Peat, Marwick, Mitchell and Co to be auditors for British Aerospace, and Arthur Young McLelland Moores and Co and Thomson McLintock and Co to be joint auditors for British Shipbuilders. These appointments are made under the provisions of section 17 of the Aircraft and Shipbuilding Industries Act 1977.

## Role of actuaries

Life offices should provide their actuaries with sufficient information on a continuing basis to enable them to play their vital role in the offices' affairs. In reply to a parliamentary question on 21 July, Stanley Clinton Davis, Parliamentary Under-Secretary of State for Companies, Aviation and Shipping, drew attention to a *Guide for Appointed Actuaries*, issued by the Institute of Actuaries and the Faculty of Actuaries in 1975.

Mr Clinton Davis commended its contents to all managing directors, directors and chief executives of life offices because he regarded it as being of the greatest importance that all concerned in life offices should have a clear understanding of the vital role in the conduct of their affairs which the actuary appointed under section 15 of the 1974 act should play, and of affording him the necessary access at all time to the information he needed to perform his task. Although the statutory duty of the appointed actuary was confined to making periodic investigations into the financial condition of the company's long-term business, in practice, if he was to make a full contribution to the affairs of the life office, he needed to be given enough information on a continuing basis to satisfy himself that such an investigation, if carried out at any time, would demonstrate a satisfactory financial position.

## Central pilotage body proposed

Stanley Clinton Davis, Parliamentary Under-Secretary of State for Companies, Aviation and Shipping, announced in parliament on 20 July that he had received the report* of the Advisory Committee on Pilotage and was considering it with a view to preparing the pilotage legislation which the government hoped to include in a merchant shipping bill for the next session.

The Advisory Committee on Pilotage, under the chairmanship of Dr Denis Rebbeck, was established last January by Edmund Dell, Secretary of State for Trade, to work for early agreement on the content of future pilotage legislation. The main recommendations of the committee are:

1 The actual running of pilotage services should remain a local responsibility.
2 There is, however, a need for a central body to carry out specified functions. It would act mainly in an advisory capacity, and should be called the Pilotage Commissioners.
3 There should be no barrier to Trinity House continuing as a pilotage authority where that is the wish of the pilotage interests in the districts they currently administer.
4 Pilotage certificates must only be issued to masters and chief officers of ships who can demonstrate a thorough knowledge of a pilotage district, broadly equivalent to that of a pilot.
5 Certificates for foreigners should be made available to competent masters and chief officers of EEC member states only.
6 Current exemptions from compulsory pilotage of fishing vessels, vessels owned by port authorities, and HM ships should be re-examined.
7 The pay of pilots should be re-structured and the future of pilots' pensions secured.

* 'Marine Pilotage, Report of the Advisory Committee on Pilotage to the Secretary of State for Trade on the content of future pilotage legislation', is available from Marine Division, Branch 3B, Department of Trade, Sunley House, 90/93 High Holborn, London WC1V 6LP.

## Merchant Navy certificate structure

A new certificate structure for deck officers employed in the United Kingdom Merchant Navy makes new provisions for ships to carry a sufficient number of certificated officers and for the first time requires the smaller coasters to carry such officers. To allow enough time for everyone concerned to prepare for the new structure, and to allow for the impact on the courses of training, it will not come into force until 1981.

The Merchant Shipping (Certification of Deck Officers) Regulations 1977*, made under section 43 of the Merchant Shipping Act 1970, were laid before parliament on 21 July and will come into operation on 1 September 1981. The transitional period of four years is due to the far reaching nature of the new requirements and is necessary in order to give all organisations affected sufficient time to adapt to them.

Features of the new regulations are that they abolish the old 'home trade' and 'foreign going' categories of voyages in favour of new trading areas described as 'near continental', 'middle trade' and 'unlimited operations', the definitions being such as to include operations to offshore oil exploration and production areas. For the first time, deck officers on cargo ships trading in the near continental waters will require to be certificated. The regulations provide, however, for the issue of certificates of service which will enable an uncertificated officer, who has given three years' satisfactory service in this trade, to continue in his post. Ships will be required to carry sufficient certificated officers to ensure that the navigational watch is always in the charge of an officer with a certificate of competency. This is an international obligation which is thus discharged by the United Kingdom. Masters and chief officers of ships carrying bulk cargoes of dangerous chemicals will be required to have special training and experience in handling of such cargoes. Large pleasure craft and sail training ships of 80 gross tons and over will be required to carry certificated persons in charge, or otherwise satisfy the department that they are in the charge of competent persons.

The regulations, which embody important changes to bring the long standing provisions of earlier merchant shipping legislation into line with present day requirements, represent a completely new concept and are the result

* SI 1977/1152, HMSO, price 35p.

of a comprehensive review which the department has made over the last six years in close consultation with employers and unions in the shipping industry. A similar review of the arrangements for the certification of marine engineer officers has been undertaken and separate regulations will be laid before parliament later this year.

A leaflet is available from Marine Division, Branch 2B, Department of Trade, Sunley House, 90-93 High Holborn, London WC1V 6LP.

## Centralisation of the electricity supply industry

Legislation to abolish the Electricity Council, the Central Electricity Generating Board and the area electricity boards in England and Wales and to create a new central body which will have responsibility for the industry as a whole is to be introduced by the government. In a statement to parliament about the structure of the electricity supply industry in England and Wales, Tony Benn, Secretary of State for Energy, said that the structure of the industry in Scotland would not be affected by his proposals.

Mr Benn recalled that the Plowden committee, which had reported last year had found that the main weakness of the industry was a lack of strategic control and direction, and that the Electricity Council, whose role was mainly advisory, was not equipped to give the industry the strong leadership it required. The committee had recommended that the industry should be unified under a single statutory body which would take over the responsibilities of the council and the existing boards. Extensive consultations had been held with both management and unions in the industry during the past year.

The electricity supply industry did make very heavy demands on national resources and had to make far-reaching decisions on technical and financial issues of immense complexity, Mr Benn explained. He fully accepted that the industry needed a structure which promoted more effective policy making and decision taking. There was also a need for a legislative framework which provided greater flexibility for the industry to adapt its internal organisation in response to changing circumstances. At the same time he regarded it as essential to provide adequate safeguards against the dangers of excessive centralisation.

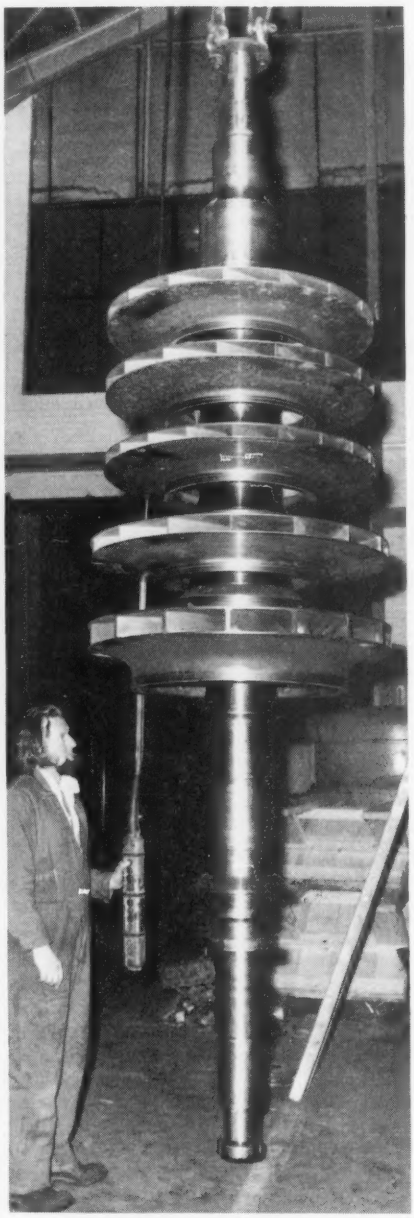
Mr Benn, accordingly, intends bringing forward in due course legislation which would abolish the Electricity Council and boards as at present constituted, and create a new central body which would have responsibility for the industry as a whole. It would have powers and duties similar to those of other nationalised industry boards, including a requirement to prepare corporate plans, and would be responsible for the industry's financial, commercial and engineering, research and development and industrial relations policy.

The bill would not prescribe the industry's internal organisation: it would instead include provisions enabling this to be prescribed from time to time by the secretary of state, after consultation with the new central body, in subordinate legislation. These proposals for primary legislation had the support of the management and unions concerned.

Mr Benn's intention would be, after further consultations with the industry, to bring an order into operation on vesting day which would set up a board for generation and boards for local distribution.

Although a stronger centre is required to deal with the major strategic decisions facing the industry, Mr Benn believes it is equally important to find a solution that also preserves vigorous and effective local boards enjoying statutory authority under the initial order. The proposed legislation would also place the new central body under a duty to promote industrial democracy, and make provision for safeguarding the interests of consumers.

## Rotor overhaul



A fitter at Dowding and Mills' Middlesbrough works manoeuvres a 3-ton rotor. The massive rotor – part of a 10 000 hp, 37 000 cfm radial flow compressor at the nitric acid plant of Fisons Ltd, Immingham – was transported to Dowding and Mills for overhaul.

## Vauxhall expansion creates jobs

Vauxhall Motors is to expand production at its Merseyside plant. This is expected to create an additional 2000 jobs by the end of the year. Welcoming this new development, Alan Williams, Minister of State for Industry, said that as the project was located in a special development area, the government was providing assistance under section 7 of the Industry Act 1972 to help with the creation of these much needed new jobs. Additional jobs were expected to be created at Luton, as a result of the company beginning assembly of the Cavalier, which is presently imported from Europe.

## Advance factory occupied

Decopart Ltd is occupying a 900 m² (10 000 sq ft) advance factory at Edward Street, Nelson, built for the Department of Industry by the English Industrial Estates Corporation. Decopart Ltd is a newly-formed subsidiary of Presspart Manufacturing Ltd of Blackburn and will use the premises for anodising and associated processes concerned with the manufacture of aluminium items. The company hopes to employ an additional 50 workers on a three-shift basis as production is built up over the next few years.

## Wales: new factory . . .

John Morris, Secretary of State for Wales, has granted a 99-year lease on four acres of land at the Welsh Development Agency's Waterton Industrial Estate, Bridgend, to CBS (UK) Ltd of Soho Square, London. The company also has an option on a further four acres. CBS (UK) Ltd, the British subsidiary of CBS Inc, plans to build a 25 000 sq ft factory and will initially employ about 50 workers, although there is provision for considerable expansion on the site. The company will produce tape cassette components by injection moulding techniques.

## . . . and an advance factory allocated

The Secretary of State for Wales has also announced the allocation of the Welsh Development Agency's 29 000 sq ft fac-

tory extension at Fforestfach, Swansea, to Phillip Brown (Steel Fabrications) Ltd. The project will involve the company transferring its present activities at The Dry Dock, Port Talbot, to Fforestfach. The company at present employs 35, but the move is expected to more than double the work force in the next three years. Present jobs at Port Talbot will be transferred to Fforestfach. The company produces high temperature industrial fans and fabricated equipment to customers' requirements.

## Clearance of merger proposals

Roy Hattersley, Secretary of State for Prices and Consumer Protection, has decided on the information at present before him not to refer the following proposed mergers to the Monopolies and Mergers Commission under the provisions of the Fair Trading Act 1973:

J. F. Nash Securities Ltd/Reliant Motor Group Ltd.

Ductile Steels Ltd/Newmans Tubes Ltd.

## Increased share of offshore market

United Kingdom companies won 57 per cent of last year's offshore business in the British sector of the United Kingdom continental shelf compared with 52 per cent in 1975. The total value of the orders placed by operators was £1,041 million of which the United Kingdom won £591 million. The United Kingdom's share of offshore business in capital goods rose from 63 per cent in 1975 to 70 per cent in 1976 and in the provision of services from 41 per cent to 45 per cent. If the sectors of the market where the United Kingdom has little or no capability are excluded (pipe, pipelaying and offshore emplacement work), the United Kingdom's share of the market for 1976 was 64 per cent.

These figures, representing the proportion of orders by value, are given in a report* published on 21 July by the Offshore Supplies Office (OSO) of the Department of Energy. This, the third report issued by OSO, analyses orders for manufactured goods, supplies and services placed by offshore operators. The report has been compiled from confidential quarterly returns given by offshore operating companies to OSO to help the government ensure that British firms are given full and fair opportunity to compete for orders in the development of the United Kingdom continental shelf. OSO's analysis is based on information provided by companies playing a major part in the North Sea and covers 98 per cent of orders placed during 1976.

* 'Offshore 1976: An analysis of orders placed', HMSO, price 40p.

## Oil pollution control transfer

Exemption under section 23 of the Prevention of Oil Pollution Act 1971, allowing the discharge of oily water from land-

# Government sales

## Ministry of Defence

### Sales by auction

**Catalogues which give details of the lots, conditions of sale, viewing times, etc, are available from the auctioneers from two weeks before and up to the day of the sale, price 20p, postage and packing 10p (postal orders only).**

### 10 August 1977—Miscellaneous stores

**Location**
The Embassy Suite, Balkerne Lane, Colchester

**Auctioneers**
Fenn Wright Garrod Turner (Dept L), 146 High Street, Colchester (tel. 0206 46161)

The stores lying at various depots include an International Harvester TD8 tractor, vehicles and MT spares, lathes, machine and hand tools, scrap metals, and a large quantity of furniture, carpets, clothing and textiles, and electronic equipment.

### 17 and 18 August 1977—Vehicles

**Location**
Ordnance Storage and Disposal Depot RAOC, Ruddington, Notts

**Auctioneers**
Walker Walton and Hanson (Dept L), Byard Lane, Bridlesmith Gate, Nottingham NG1 2GL (tel. 0602 54272)

300 commercial vehicles including heavy duty trucks and tractors by AEC, Leyland and Scammell, Bedford RL and TK trucks and tractor units, mobile cranes, Morris 1 ton trucks. 350 saloons, limousines, estate cars, minibuses and light vans (including 140 Morris Mini and Minor saloons and Travellers), coaches and Land-Rovers.

### 17 August 1977—Furniture

**Location**
RAF Stafford

**Auctioneers**
Arnold and Son, Modwena House, 13 Market Place, Burton on Trent, Staffs (tel. 0283 64657)

The sale consists of mainly small or single item lots of furniture lying at RAF Stafford.

## Wembley Auction Sales 1977

**2 August 1977**

| | |
|---|---|
| View Days: | Day preceding and morning of sale |
| Location: | Department of the Environment<br>Property Service Agency<br>Supplies Stores<br>India Pavilion<br>Exhibition Grounds<br>Wembley, Middx.<br>Tel. 01-903 2508 |
| Description of Goods: | Office and Miscellaneous Furniture etc. |
| Auctioneers: | Messrs. Hollingsworths<br>Westcombe House<br>56/58 Whitcomb Street<br>Leicester Square<br>London WC2H 7DR<br>Tel. 01-893 1875 |

Potential buyers are advised to refer to the official catalogue available direct from the auctioneers price 20p

ENCIRCLE TI 557 ON PAGE 207 FOR FURTHER INFORMATION

based installations, are to be made by the Secretaries of State for the Environment, Northern Ireland, Scotland and Wales and not by the Secretary of State for Energy.

The Secretaries of State for the Environment, Northern Ireland, Scotland and Wales, are responsible for the general administration of other legislation concerned with the control of pollution. The revised arrangements, applying to discharges from land-based installations and discharges into 'controlled waters' as defined in part II of the Control of Pollution Act, 1974, took effect on 20 July. This should make for more convenient administration and should facilitate co-ordination of the control under the Prevention of Oil Pollution Act with the controls of pollution under other legislation.

## Training bonuses for distributive industry

A sum of £300,000, in the form of bonus grants, is to be paid out to firms with the best training records in the industry by the Distributive Industry Training Board. The bonuses are in addition to basic grants for the 1975/76 training year which are expected to amount to £12.9 million. The bonus grant system was devised by the DITB to reward good training while balancing grant expenditure with levy income.

For the training year ended 31 July, 1976 the limit on basic grants was raised by 30 per cent from 80 per cent to 110 per cent. This increase, coupled with an overall rise in training activity, has already resulted in approximately £12.9 million being returned to the industry in basic grants, £1.9 million (17 per cent) more than the previous year's total for basic and bonus grants combined. In addition the board has distributed nearly £1.7 million in premium grants for the employment of young trainees. As a result, the estimated balance in the levy pool for the year ended July 1976 will amount to only about £300,000, the equivalent of a bonus point value of 0.25p.

## Official appointments

**Welsh Consumer Council:** John Fraser, Minister of State for Prices and Consumer Protection has announced the following appointments to the Welsh Consumer Council: Mrs A. M. Rees, Mr W. J. Jones, Mr F. C. John, Mr J. Tulk, Mrs S. Salter, Mrs E. Brittain and Mr C. Brook.

**Transport Users' Consultative Committee for the North Western area:** Roy Hattersley, Secretary of State for Prices and Consumer Protection, has appointed Mr P. J. Kenyon as Chairman of the Transport Users' Consultative Committee for the North Western Area until 30 June 1980.

## Pet food monopolies acceptable

The two monopoly situations in the cat and dog food industry are not against the public interest, said the Monopolies and Mergers Commission in its report on the industries published Wednesday 20 July.

The commission concluded that the Pedigree petfoods division of Mars Ltd and Spillers Foods Ltd supplied about 50 per cent and 30 per cent respectively of total sales of reference goods in the United Kingdom from 1972 to 1974. Both companies therefore held monopoly positions under the terms of the Fair Trading Act 1973. Three further companies, Quaker Oats Ltd, Carnation Foods Co Ltd and Windsor Foods Ltd together accounted for a further 13 per cent of the market.

## Fair trading assurance

The Director General of Fair Trading announced on 21 July that he has obtained a written assurance under part III of the Fair Trading Act 1973 from James W. Crooks of 185 Keith Drive, Glenrothes. Fife, who carried on business in joinery and glazing. The director general took into account five complaints relating to deposits paid to Mr Crooks, where no work was done. In these cases the consumers sued Mr Crooks in the sheriff court and were awarded all the money they had paid plus expenses.

## Vegetable distributors margins

Distributors of potatoes and other vegetables have not in general exploited shortages according to a Price Commission report* published on 20 July. Announcing the findings in parliament Robert Maclennan, Parliamentary Under-Secretary of State for Prices and Consumer Protection, said that the report on the price of potatoes and a selection of other fresh vegetables, which covered the period from February to May, gave a generally reassuring picture of the behaviour of the distribution trade.

He remained satisfied that the recent high prices for the vegetables covered by the report had been due to the shortfall in supplies brought about by exceptional weather, and that market conditions had been such that distributors had not exploited the shortage. The findings demonstrated that there had been no tendency for distributors of the foods concerned to maintain standard percentage margins. The trade's overall cash margins had fallen in response to consumers' resistance to high prices. Mr Maclennan added that it was encouraging to note these signs of a generally effective competitive market.

*'Price Commission Report on Prices, Margins and Sales of Potatoes and Other Fresh Vegetables' May 1977, free of charge from the Price Commission, Neville House, Page Street, London SW1P 4LS.

## Patents endorsed 'licences of right'

Under section 35 of the Patents Act 1949, the following patents were endorsed 'licences of right' on the dates specified:

**12 July 1977**

**1091217 Agfa-Gevaert Aktiengesellschaft**
Photographic diaphragm and shutter assembly and camera comprising the same
**1092669 Agfa-Gevaert Aktiengesellschaft**
Photographic diaphragm and shutter assembly and camera comprising the same
**1309886 Agfa-Gevaert Aktiengesellschaft**
Improvements in and relating to automatic focusing means for projectors
**1407006 Agfa-Gevaert Aktiengesellschaft**
Improvements in and relating to the production of photographic prints
**1371310 ITT Industries Inc**
Circuit for the protection of integrated circuits against voltage spikes
**1398860 ITT Industries Inc**
Operating circuit of a telephone set
**1401745 ITT Industries Inc**
Voltage stabilisation circuit
**1181992 Albert William Jeffery and Edwin Henry Andrews**
Musical instrument
**1342391 Albert Rolland SA**
Preparation of thymocyte antigens and of anti-thymocytary serums and gammaglobulins
**1346616 Societe Anonyme Automobiles Citroen**
Improvements in or relating to vehicle suspension
**1361886 Fuveau SA**
N-formyl-DL-homocysteinethiolact one and it use as a drug
**1394410 Societa Italiana Resine S.I.R. S.p.A**
Enzyme preparations with lipolytic activity
**1425941 Coating and Filter Design Ltd**
Improvements relating to the manufacture of coated substrates

**15 July 1977**

**1355659 Westinghouse Brake and Signal Co Ltd**
Fluid pressure responsive apparatus
**1412452 Westinghouse Brake and Signal Co Ltd**
Magnetic amplifier arrangements
**1439940 Westinghouse Brake and Signal Co Ltd**
Door mechanisms
**1452894 Westinghouse Brake and Signal Co Ltd**
Indication apparatus
**1461386 Agfa-Gevaert**
Method of recording neutron images or detecting neutrons
**1461592 Agfa-Gevaert**
Specially sensitised direct positive silver halide emulsions
**1463659 Agfa-Gevaert**
Development of exposed silver halide material in the presence of polyoxyalkylenes
**1456905 Les Cables de Lyon**
Wave guide
**1458072 Les Cables de Lyon**
Electric cable
**1460055 Les Cables de Lyon**
Heat-exchange elements
**1300357 Licentia Patent-Verwaltungs G.m.b.H.**
A device for mechanically selecting nuclear reactor measuring channel pipes
**1424328 Thomas Richard Danby**
Key operated electric switch
**1463090 Nairn Floors Ltd**
Method and apparatus for applying liquid agents to absorbent webs

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on patents form no. 45 within two months after the date of endorsement.

E. Armitage, Comptroller

# Industry, education and management

**British industrial managers and engineers tend to be accorded less status and prestige than their continental counterparts. A discussion paper*, issued this week by the Department of Industry, examines important influences on the supply, use and development of able people for management in manufacturing industry. It is the work of a group of officials from government departments and was prepared after consultation with a number of industrialists, educationalists and trade unionists. We publish a summary of the paper.**

For a considerable time Britain has been experiencing a continuing decline in the ability of our industry, particularly manufacturing industry, to compete in world markets. The reasons for this decline are partly rooted in history, but there are also important social factors. Attitudes towards industry, and particularly manufacturing industry, are less favourable in Britain than in other major industrialised countries and are reflected in our educational system. In consequence British industrial managers and engineers tend to be accorded less status and prestige than their continental counterparts.

Through its industrial strategy the government has shown its firm commitment to reversing the relative decline of British manufacturing industry. The government has accepted that industrial objectives may need to be given priority over other policy aims, and that policy in other areas, including education, will need to be influenced by our industrial needs.

At the heart of our poor economic performance is the fact that the productivity of both capital and labour in British industry as a whole is far below that of our major industrial competitors. Whilst it is the responsibility of everyone – workers, their trade unions and management – to achieve the required transformation management, particularly top management, will have a crucial responsibility for perceiving the changes that are needed and carrying them through.

The discussion paper is concerned with manufacturing industry – the focus of the industrial strategy. It concentrates on management rather than other aspects of employment, and within management it looks particularly at engineering and the production function, two areas of current weakness. The relationship between education and industry is examined particularly as it affects the supply of more able people attracted to industrial management careers and the development of existing managers.

Some of the main problems are pinpointed: the poor 'image' of industry, inadequate recruitment and career development policies in industry, the relative lack of incentives and the academic bias of much of the educational system. There are few easy solutions and it will take time to achieve results, making it all the more urgent to identify all the directions in which action can most usefully be started now.

### Qualifications and supply

The qualifications and supply of British managers, particularly graduates with a technical background, is examined. The evidence suggests that managers in British manufacturing industry are less well and appropriately qualified than their continental counterparts and in Britain qualified engineers and scientists are not so well represented at senior management levels as on the continent. In 1971 only about one in 20 managers in manufacturing industry held a degree or equivalent in engineering.

The proportion of university graduates entering home employment who go into manufacturing has fallen from 35 per cent to 40 per cent before 1970 to only 26 per cent in 1975. Since 1970 actual numbers have been lower as well as the proportion. In 1975 manufacturing took 26 per cent of those obtaining degrees in engineering and technology and 11 per cent of those obtaining degrees in science which, despite the recession, was a little better than the low point in 1972, but still well below the corresponding percentages of 42 per cent and 20 per cent in the peak year of 1961.

Since 1969 manufacturing does not appear to have shared in the increased output of university graduates. Most of the increase has been in subjects other than engineering technology and science which are most likely to lead to a career in manufacturing. Of the 6098 graduates who entered manufacturing in 1975 nearly 5000 (81 per cent) had degrees in engineering, technology or science.

The disappointing growth in numbers of university engineering and science graduates is not due to lack of provision; many places have not been taken up. However, applications and admissions have shown a welcome recovery since 1974 and within the total, engineering has been doing well. Admissions to Council for National Academic Awards (CNAA) engineerng courses increased by 16 per cent in 1976. Some employers consider CNAA graduates tend to adjust particularly well to a career in industry.

Production management poses particular difficulty. There is evidence that UK managers in production are much less likely to have completed university or equivalent studies than their counterparts in some other EEC states. Even large companies with a long history of successful graduate recruitment have difficulty in attracting graduates to the production function at lower and middle levels of management.

While manufacturing industry could probably benefit from greater numbers of qualified people, in general the more serious problem appears to be one of quality; particularly in engineering. During 1973 to 1975 42 per cent of home students entering university in engineering and technology had worse than the equivalent of 3 'C's at A level compared with 34 per cent in science, 26 per cent in medicine and 24 per cent in social, administrative and business studies, At post-graduate level, too, engineering is believed to have the highest proportion of students with degrees worse than a class 2(i) even though the proportion of engineering graduates proceeding to postgraduate study is markedly lower than for other disciplines. The poor quality of university engineering graduates is especially worrying because university degrees are now the dominant type of engineering qualification.

If we are to transform our industrial performance, manufacturing industry will need not only to improve existing management by post-experience training and by faster advancement of the most able but also to attract and retain as managers more graduates with relevant qualifications, good motivation and in particular more of those with the highest ability, particularly those capable of reaching

* Single copies of 'Industry, education and management' are available free of charge from the Department of Industry, Room 601b, 1 Victoria Street, London SW1H 0ET.

senior levels of management, bringing with them a knowledge of engineering and technology and an ability to relate technical considerations to high level decision taking.

**Women**

On the question of women and management, there are relatively few women in industrial management, and fewer still in engineering. Indeed of every 1300 chartered engineers (not all of whom work in industry) only one is a woman. In other countries, eg France, West Germany and Sweden, the proportion is much greater.

Apart from the changes needed in education, industry must itself dispense with the old prejudices and be ready to employ women in jobs traditionally done by men. But women must be prepared to come forward and take up the increasing opportunities.

**Poor image**

One major difficulty in Britain is industry's poor image. Careers in manufacturing have for long tended to be less prestigious than many other careers. This contrasts with the position in other countries. If anything the bias has tended to increase as the industrial manager's job has become more demanding and alternative employment opportunities have widened.

Many people seem to have too little understanding of, and respect for, the role of industry as the major creator of national wealth which makes better living standards possible. This lack of recognition of industry's basic role in society tends to be reinforced by and to prompt such feelings as that industry is insufficiently socially responsible, being run purely for the gain of shareholders; it is seen as noisy, dirty and the cockpit of conflict; life in an industrial firm is seen as a rat race with insufficient regard for people; careers in the professions, or in the public services, are thought to be preferable; rewards in industry do not compensate sufficiently for the risks and pressures involved; manufacturing is seen as more to do with making money than with supplying the goods that people want; and there is the feeling that we should work towards a post-industrial society which can somehow do without large-scale manufacturing industry altogether.

This poor image of industry has been developed and disseminated in many ways. The structure and attitudes of our education system have played a part. It is certainly reinforced by the tendency of parts of national newspapers and broadcasting to give undue prominence to stories that show industry in an unfavourable light. Industrial failure is rated more newsworthy than success. Failures in British industry have overcoloured the real picture.

Added to this, management of industrial activity has become a much more demanding and difficult job than ever before. This means that work in industrial management offers a challenge in both intellectual and human terms that can hardly be matched elsewhere. To meet this challenge successfully requires intellect and personal qualities of the highest order.

A manager in manufacturing industry nowadays has to cope not only with the rapid pace of technological change and the ever increasing pressures of world-wide competition but also with the increasing aspirations of workers and their trades unions. Nowadays a much higher and more sophisticated level of perception and effort is needed to enlist the co-operation of, and work in partnership with, the workforce and their representatives. Manufacturing industry unavoidably operates in conditions more likely to result in conflict than other occupations. The development and extension of industrial democracy will place greater demands still on managers, not least on those who occupy the middle ground between top management and the workforce as a whole.

It is not surprising that work elsewhere should be regarded as a softer and pleasanter option. By the same token those who elect to tackle the more daunting – and more important – tasks ought to receive the higher esteem. If a society is to prosper it must clearly believe in the central importance and value of the principal activity whereby it earns its living. It will be necessary to secure a basic change in attitudes towards industry if we are to succeed in improving the reality of our industrial performance. All parties to the industrial strategy – government, unions and management – need to develop it in a way which can provide a confident vision of our manufacturing future. The aim should be to re-awaken a sense of national pride in our industrial achievement.

This will require a strong effort on the part of everyone, not just those directly concerned with industry. For example more companies should publicise their overall corporate objectives, and take steps to explain their financial results, and their implications for investment and jobs to their employees and the public, perhaps by using value added accounting. The press, radio and television need to put across more effectively the wealth-creating and socially-valuable role of manufacturing industry; to give a fair emphasis to the success stories; and to report failures in a balanced way. Industry needs to ensure that full information is made available, and to make its views known by being readier to commend if reporting is good and to complain where it is not. There is, also, the important contribution of the education system.

**Incentives and differentials**

Industrialists feel strongly that the absence of adequate financial rewards is a prime cause of difficulty in attracting good recruits to a career in British manufacturing industry, keeping them in that career and inspiring better managerial performance. They feel that unless entrepreneurial risk and personal effort are encouraged and seen to pay off, middle managers will increasingly play safe and decline responsibility, a change of location or promotion to a more exposed position.

Industrialists make the point that business has become increasingly international and that the better British managers are increasingly likely to take jobs abroad where rewards are greater and the environment more favourable. In addition, good people posted abroad for a period are said often to find that economic rewards here create real penalties when they return, so that some stay away. Many multinational companies have stressed their increasing concern about this problem.

Industrial managers are said perhaps to feel most strongly about the burden of personal taxation. They point out that both our threshold rate and our highest marginal rate of tax on earned income are higher than those of the great majority of our competitors and that our system of personal taxation is much more steeply progressive than in most other countries. This picture is modified to some extent when account is taken of social security contributions, taxes on wealth and the allowances available for mortgage interest repayments and pension provisions but even after allowing for these factors recent years have shown a steep rise in the incidence of the taxation burden.

Relevant information is given in the Diamond Commission Report *Higher Incomes from Employment* both as to international comparisons of relative pay and the general compression of differentials within the UK. It suggests there is a dilemma. On the one hand there is no doubt about the strength of feeling among industrial managers on this issue. On the other hand any substantial improvement would require the reversal of a trend which has been accepted, at least tacitly, by the community as a whole. The government, the TUC and the CBI have all expressed recognition of the general need for satisfactory differentials to reward ability, effort, skill and responsibility. For the time being action for managers, as more generally, must remain subject to the overriding need to combat inflation which will continue to place severe limits on the scope for flexibility in negotiations. The scope for further action is similarly constrained by economic circumstances, including the need to remain within the limits on the public sector borrowing requirement and domestic credit expansion set out in the letter of intent to the International Monetary Fund.

Even when the way is otherwise clear industry will not secure the improvements it is seeking unless it is able to convince the nation at large of the merits of its case. One of the findings of a recent survey sponsored by the CBI was that there was insufficient understanding among employees of the real nature of managerial responsibilities and risk taking. The paper asks how a consensus on the financial rewards appropriate for effective industrial management and entrepreneurship can best be established.

**Education's influence**

Schools and their teachers play a vital part not only in equipping young people for life including employment in industry and elsewhere but also in giving them an adequate understanding of the society in which we live; including the role of industry and manufacturing in serving the community.

Through ensuring that pupils develop an understanding about the role of industry in society, the challenges and breadth of employment it offers and the education and training needed for a successful industrial career, schools can assist boys and girls in coming to a more informed choice about which subjects to pursue at school and which discipline to follow in further and higher education.

Much action is already in hand to promote better understanding in schools of the role of

industry and careers opportunities. The key to improved understanding lies in effective co-operation between school and industry on a local basis. Companies themselves could achieve much if each were to establish links with at least one local school. It might help if all schools and companies were made more fully aware of the schemes and facilities already available, and ways of encouraging more effort in less well served areas should be explored.

Teachers should be helped to develop an understanding of national economic needs, the role of manufacturing industry and its dependence on the education services for people of high ability. There is also need for an adequate output from the schools of pupils educated to a sufficient level in mathematics and the physical sciences.

The Secretary of State for Education and Science and Secretary of State for Wales are to issue a consultative document about schools. It is important that people in industry, should take the opportunity of commenting on that document and participating in discussions following from it.

All those concerned with the various schemes aimed at promoting a better understanding of industry should consider: (a) how they could be developed and extended; (b) how to ensure that all schools and companies are aware of the schemes and facilities available; and (c) what might be done to encourage more effective schools/industry collaboration in places where present activity is low.

Consideration needs to be given to how the local education authority careers service and schools can be encouraged to improve careers guidance and careers education within existing resources, suitable emphasis being given to careers in manufacturing industry, including management. Schools should ensure that, as a continuous process from not later than the age of 13, when critical curricular options may have to be exercised, pupils are made aware of the full range of career opportunities open to them.

**Higher education**

Higher education already has fairly extensive contacts with industrial concerns, eg through industrial representation on governing bodies, collaboration in the planning and running of courses. But there is nothing like enough of this. There is a need for higher education institutions to give greater emphasis to the vocational aims of education and to raise the prestige of vocational courses as compared with the more academic ones and to develop and extend existing contacts with industrial concerns.

There is a danger that, in Britain, many able graduates will feel ill equipped for an industrial career. The courses they have pursued have had little relevance for this end and academic achievement has been the goal. Moreover, entering manufacturing industry other than by special graduate entry schemes seems to them something they could have done straight from school. University has raised expectations and they are inclined to seek careers with an established pattern of graduate recruitment where they feel confident of status and prospects.

Apart from the need for more students to take courses relevant to careers in industry, a wider range of employers in manufacturing industry needs to recognise that able young people who might previously have joined the company from school now have to be recruited after their courses of higher education with offers of attractive employment which will use and develop their potential.

The first task is for the institutions of higher education, the bodies supporting them and all those who work in this area to provide courses which are satisfying to students and which meet the needs of manufacturing concerns; to give greater prominence and prestige to such courses; to encourage the more able students to enter these courses; and to give such courses due weight when financial and other priorities are assessed.

Industrialists, particularly those at the top, can play their part, by being willing to accept more appointments to bodies in the education sphere. Industrial organisations should ensure that these representatives receive an adequate flow of information about the needs of industry as a whole.

Teachers, managers and trade unionists need to develop greater and more frequent exchanges of ideas between manufacturing companies and individual education institutions. Industrialists and trade unionists might be encouraged to lecture on relevant courses or to act as tutors; and whenever possible academics should be given opportunities to gain practical experience in manufacturing industry through consultancy, secondment or in other ways.

**Use of graduates**

If they are to recruit – and keep – the most able people, industrial employers need to offer an attractive career progression and follow the lead already set by the better ones in showing that their interest extends beyond the immediate posts they are seeking to fill. They could involve themselves more directly with the student prior to graduation, for example through sponsorship or 'thick sandwich' courses. Companies need to give more thought to making the initial years interesting and fulfilling. The graduate needs to feel early on that he is making a real contribution.

As the graduate population increases, graduates can no longer expect to be treated as members of an elite. From the company's point of view the education qualification can only be a starting point; it is how the graduate applies his knowledge, intellectual ability and personal qualities that is the crucial factor. It is a healthy sign that this is being increasingly appreciated by graduates.

Opinions differ on the merits of graduates in manufacturing starting on the shop-floor as happens in the United States and West Germany. This can provide valuable practical experience for future managers, but there can be difficulties in getting the concept accepted by some shop floor workers and good graduates can be reluctant to start this way.

Action in this area lies with individual firms (and individual graduates). The Training Services Agency and the industrial training boards can help in advising employers on the training requirements of the early years.

Two special problem areas are, the quality of engineers and the production function. To prosper, a manufacturing company needs competitive and saleable goods produced in the least expensive way. The engineer has a key role in all this but the quality of engineering recruits to industry gives cause for concern.

Production management – or manufacturing management – is arguably the most difficult work in industry, needing greater ability than any other work in industry. It is also the least glamorous: those in production work in less pleasant physical conditions than their colleagues; they are in the front line in dealing with industrial relations problems; and they tend not to carry much weight in strategic decision-taking despite their central responsibilities. Since even in straight salary terms it seems that those in production have poorer career prospects it is not surprising that recruitment is difficult and quality often indifferent and poor.

**Higher rewards**

It cannot be expected that companies will offer higher rewards until they can secure better quality candidates. Breaking out of this vicious circle is easier said than done but some firms are already considering whether relative rewards for good managers in the production function need to be improved. The first step is for top management to give a lead by demonstrating that they recognise the key importance of the production function.

The management of production goes beyond purely engineering matters, but engineers are preponderant, and some engineering background or support is essential. In manufacturing industry generally, the status of mechanical engineering is low in itself, and production engineers are often regarded as the Cinderella of the profession. By contrast German and Japanese engineers succeed in taking great pride in their technical production skills. We need to do the same.

One of the difficulties is that engineering as such is not usually taught in schools. This means that engineering departments at universities, polytechnics and colleges, and school teachers, need to make special efforts to explain the possibilities of engineering courses to pupils at school. Even though applications and enrolments for engineering courses have increased recently further efforts are required to attract the more able students. A graduate on the continent emerges from higher education with a qualification whose value is widely recognised by industry.

Incentives to attract more able people into disciplines needed by industry could improve the quality of candidates for employment and offer prospects of employers being prepared to pay more for better people. Companies could give this incentive by offering extra support to promising direct recruits from schools taking relevant courses.

The Secretary of State for Education and Science announced earlier this year that students may in future receive payments by employers of up to £685 a year without any reduction in their award – an increase of £500. The government is also examining the possibility of a scheme for industrial scholarships for especially able students taking particular courses in engineering and technological subjects.

A potentially valuable development is the

recent University Grants Committee initiative inviting universities to submit proposals for "enriched" degree courses, possibly lasting up to four years and incorporating additional components such as accountancy, technological economics, industrial relations, management communication skills and possibly modern languages.

In developing courses related to engineering and production management one of the principal skills is the ability to understand and motivate employees who wish increasingly to become involved in decisions that affect their working lives. The production manager is a key point of contact between the management and the workforce.

For companies the main task is to ensure that engineers and the production function are accorded adequate recognition and status and that management development programmes are shaped so that the more able are attracted to this area. For all those concerned with higher education ensuring that the nature and content of courses provides the best response to industrial needs must be the highest priority. Many other bodies including the professional institutions also have a contribution to make.

**Improving capabilities**

The last decade has seen the establishment of the London and Manchester Business Schools and the rapid development of management education. Those who work in production management and front-line and middle managers generally – the main point of contact with the workforce as a whole – have special demands to meet. They need not only technical expertise but also the managerial skills, perception and understanding that can be applied in human terms.

The need for technical training seems to be fairly well recognised in industry but the need for training to meet new management demands such as the increased aspirations of workers generally needs equal recognition. A solely in-house training is unlikely to give the knowledge and perspectives needed, and there needs to be a judicious blend of in-house and off-the-job training which it is top management's job to achieve. The closest possible liaison is needed to ensure that companies know what is on offer and that there is a better perception of what companies really need.

Steps that can be taken by top management are to develop career policies at all levels, give scope to individual managers to innovate and to develop their own capabilities and ensure that managers are motivated, for example by seeing there is scope for initiative, clear definition of duties and clear personal responsibility at all levels.

Improvement in the directions indicated means change. Much of the change can only come from industry perceiving the need for improvement and taking the action that lies in its own hands. Top management will need to recognise this and give an effective lead. But industry cannot achieve the necessary improvements unaided. It is for government, the education sector, opinion formers, and others to ensure that their policies and attitudes do not impede, and where possible positively help, industry to secure the improvements it seeks.

# New publications

## Dutch law

Up-to-date accounts of foreign legislation are not always easy to find. The latest volume in a now well-established and authoritative series on European commercial law is therefore welcome. Until the introduction of the commercial code in 1971, the Netherlands had only one form of company. It was only under the influence of the first EEC directive on company law that the new form of company, the BV, was introduced in 1971. The motive for this change was the desire to widen the disclosure element. The new civil code has now transformed the whole context in which companies operate.

This study explores both the current situation as well as the developing environment brought about by the radical and far-reaching changes now being enacted. The law is presented as of January 1977, although some later developments are noted in the text. It is important to note that Dutch legislative provisions are far more general than in other European countries, and many important questions in the field of company activity are not covered by legislation at all. Cases, therefore, are of distinctly greater importance, and it is for this reason that full references are given to decided cases.

Two previous volumes in the series, *French Company Law* and *French Business Taxation*, were noted on this page in *Trade and Industry*, 10 October 1974, page 60.

**Dutch Company Law,** by P. Sanders. European Commercial Law Library no. 6. (277 pages. Oyez Publishing Ltd. 1977. Paperback. £11.50. ISBN 85120 216 0).

## Changes of emphasis covered

To the uninitiated the problems of export documentation can appear somewhat forbidding. A need for guidance on this important subject was demonstrated by A. G. Walker's *Export Practice and Documentation* which appeared in 1970. Since then, Britain's entry into the EEC, and the increasing standardisation of documentation, led by the Simplification of International Trade Procedures Board among others, have resulted in changes of emphasis, and made a new edition necessary. This has now appeared.

The author referred to the first edition of this valuable source book as a 'tool kit' for the practising exporter. It is also an analytical framework for the export student, and has become a standard textbook for the Institute of Export examinations and the certificate of export office practice.

Particularly valuable is the practical approach, including facsimiles of some forms. Covering all aspects of export practice, this new edition is most welcome, particularly for its chapter on 'EEC Documentation and Procedures'. All the more pity then that the bibliography should be so skimpy!

**Export Practice and Documentation.** Second Edition, by A. G. Walker. (244 pages. 1977. Newnes-Butterworths. £7.50. ISBN 0 408 00271 9.)

## The freight business

A wider, if more compact, view of the problems of the shipping, transport and freight forwarding industries is given in *Understanding the Freight Business*. This handy paperback has been developed from the internal training programme of a firm long-established in the field.

The aim is to provide at once a compact manual, and also a practical day-to-day reference source. There are thus, of course, some points in common with A. G. Walker's volume reviewed above. The coverage ranges from route selection and modern international surface transport, through packing and dealing with hazardous goods by sea, to export documentation, import procedures and insurance. Well-drawn diagrams and textual illustrations and 32 pages of plates add to the book's accessibility.

In the light of the two books we have reviewed here readers are reminded of Shaw's pamphlet *Export Procedure and Documentation*, now in its third edition, which provides a corpus of vital information in a modest space.

**Understanding the Freight Business** a quick reference manual. (144 pages. 1977. Thomas Meadows and Co Ltd, 36 Grosvenor Gardens, London SW1W 0ED. £2.00. ISBN 0 9505622 0 3).

**Export Procedure and Documentation** from receipt of order to customs clearance. (28 pages. Third edition 1975. A. C. Shaw (Export) Sales Co Ltd, 127 Cheapside, London EC2V 6DH. 60p, 73p by post).

## Investment in technology

Failure to make adequate investment in technology will cause a manufacturing company to risk falling behind its competitors, and eventually disappear altogether. This message is reiterated by a new study of international manufacturing performance. The study concentrates on problems relating to technology which manufacturing industry in 10 countries, including the UK, have to face to be viable.

Technologically-advanced industries are discussed, as well as process and basic manufacturing industries. The scope is international with problems in differing countries being compared. The use of case studies includes two on the economies of scale in large plants; on the generation of electricity in the UK, and the manufacture of olefines. An extensive section of tables gives figures from 1968 to 1973 and 'trend'.

**International Manufacturing Performance and The Role of Technology,** by John Withers, Eric Huggins and Roger Chaddock. (208 pages. Urwich Orr and Partners Ltd, published and distributed by The Financial Times Ltd, 10 Bolt Court, Fleet Street, London EC4A 3HL. £50.00. ISBN 0 900671 85 8.)

# New products

**Freepost reader service**

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

## Hounslow saves with low wattage, high pressure sodium lamp

Thorn Lighting's new 70 W high pressure sodium lamp will help the London Borough of Hounslow save thousands of pounds annually in energy costs, in what is believed to be the country's first major conversion to this form of street lighting. Faced with drastically increased electricity tariffs authorities have been looking for some cost effective and convenient alternative to the tungsten, fluorescent or mercury lamps usually used for residential and side road lighting (group B), if possible without the colour disadvantages of low pressure sodium.

Hounslow is believed to be the first authority to convert to the new lamp in a major group B scheme, and will be replacing 5000 high pressure mercury lamps throughout the borough over a two-year period, which should save them £23,000 annually in energy costs. Thorn 70 W high pressure sodium lamps give as much useful light as the 125 W mercury lamps which these replace, with the added aesthetic advantage that the light is 'warmer'. A big factor in Hounslow's choice of the new Thorn lamps was that, unlike low pressure sodium, they can be installed in the existing fittings. Consequently, only the lamps, lamp-holders and control gear need to be changed, rather than entire lanterns.

**Further information: circle 587**

## Confidential material reduced to 'micro-confetti'

A range of security disintegrators for the destruction of confidential material including microfilm, microfiche, printed circuit boards, high security documents, computer printout, tapes and cassettes, has been introduced by security specialists Volumatic Ltd of Coventry. These disintegrators reduce material to 'micro-confetti', a miniature confetti configuration, which does not require incineration.

Designed for use in government and industry for the destruction of high security information to reduce the risk of espionage, the electrically powered disintegrators destroy all types of film, paper and tape on a continuous basis without jamming. A built-in vacuum system eliminates dust and automatically collects and compacts material for easy disposal after it is destroyed. Featuring both top entry for large items such as rolled prints and front entry for standard size pieces, the Volumatic disintegrators are available in various sizes with capacities of from 300 lb to 1 ton per hour. All models have enclosures to reduce sound and castors for ease of movement.

**Further information: circle 588**

## Label verification

Electro-Gernitz Ltd has designed and is now manufacturing an electronic verification system capable of fulfilling the most exacting requirements of the pharmaceutical industry, of necessity more aware than any other manufacturer of the vital importance of product security. The Electro-Gernitz EVS 103, the first production unit, is already in use and proving its reliability in the field.

For many industries, and in particular those companies that manufacture chemical, pharmaceutical and consumable items, the EVS 103 provides a reliable system for the interrogation of coded labels, cartons, leaflets, and consequently enables manufacturers to guarantee absolutely that their product has been properly labelled and packaged.

The type of code that was selected as being the most acceptable in shape and size to the art designer and the printer – and yet give complete product security – was a pattern consisting of in-line binary code bars: a series of small printed bars, equal in height but in two thicknesses and in various combinations.

One of the main advantages of the Electro-Gernitz verifier is that the standard system accepts a code of true miniature dimensions: 1.0 mm printed bars corresponding to a binary 'one', bars of 0.5 mm in width corresponding to a binary 'zero' and a space of 0.5 mm between any bar. A code of these dimensions needs only a very small area on the coded item and it can be located anywhere on the label or carton.

**Further information: circle 590**

## Nylon containers for fire blankets

Fire blanket containers made of nylon to withstand knocks have been developed by Tutor Safety Products Ltd. Known as Walpacks, they are intended for industrial as well as commercial and institutional use. Walpacks will hold fire blankets made of glass fabric or flame proofed wool. The popper-button closure at the base is opened by pulling the red tabs hanging from the pack. The same tabs serve as protected hand grips in approaching the fire. The blanket is easily refolded and replaced in the pack. Walpacks are available in red, green or blue, with black or white letters and diagrams and in three sizes.

**Further information: circle 589**

# Technology news

## Maintenance free battery

An industrial pocket plate nickel cadmium battery has been developed by Chloride Alcad Ltd of Redditch to meet demand for long-life, low-maintenance sources of power. The 'Unibloc' battery has been designed specifically to provide the high standards of reliability required for emergency lighting, switch tripping and fire alarm systems.

Unlike the traditional alkaline batteries which up to now have been made up from separate cell units, Alcad has designed a unit construction 6 volt battery made up from five integral 1.2 volt cells. These are incorporated into a resilient plastic case containing a greater amount of potassium hydroxide electrolyte. This extra reserve of electrolyte enables the battery's periodic topping-up to be extended up to a maximum of 20 years (under ideal conditions); seven to 10 years will probably be the average.

In addition, the company claims that the new 'Unibloc' battery is easier to handle, provides greater protection against corrosion and dirt and incorporates simple terminal connections.

**Further information: circle 591**

## Angled for solar power

While research continues to investigate improved designs for solar panels, some commercial systems are already available from firms who claim lists of satisfied customers. The Solar Centre of Chelsea, London for instance has installed a number of panels and although the centre intends to concentrate on third world applications, interests in this country include heating the water for swimming pools and industrial panels, (the roofs of many industrial estates are said to be well angled for solar power) where they might be, for example, heating the water for the works canteen.

Common or garden houses are, however, not ruled out and the Solar Centre estimates that a typical domestic installation, including three glazed, copper sheet, lightweight panels, would cost £500-£600 complete.

Aztec Solar Ltd of Richmond, Surrey offers a portable solar water heater designed for use in tents, caravans or boats. It produces two and a half gallons of water at temperatures approaching boiling point and works automatically once filled with water and placed in the sun. Based on a copper, welded construction, it costs £42. Aztec Solar began by manufacturing the control equipment for solar systems and has only recently started to make and install its own solar panels. So far, the first 25 customers are said to have reacted with enthusiasm and the cost of supplying and fitting onto an average house is about £460.

## Energy seminars

As part of the industrial energy thrift scheme the Rubber and Plastics Research Association (Rapra) is organising a one-day seminar on behalf of the Department of Industry's Energy Unit. The purpose of the meeting, which is to take place in the Midlands in early February 1978, will be to present the results of investigations, now being undertaken by Rapra, into the use of energy with the rubber and plastics industries. The efficient use of energy is a matter of concern mutual to industry and government and the seminar will, it is believed, draw the plastics and rubber industries and the Department of Industry closer together in exploring new opportunities for energy conservation.

For further details of the seminar contact G. C. Karas, Rapra, Shawbury, Shrewsbury, Salop SY4 4NR. Tel. Shawbury 383.

Aztec Solar's portable solar water heater. The heat exchanger is made of welded copper, it is covered with glass sealed with silicon, insulated with polyurethane foam and the case is rigid weatherproof pvc.

Left: Sunstor solar panels, heating the water for a swimming pool attached to a restaurant in Oxted, Surrey. Right: one of three solar panels being installed on the roof of a house in Orpington, Kent, both from the Solar Centre, London.

# Parliament

## Monday, 18 July

**Steel imports from South Africa and Spain**

*Peter Hardy (Rother Valley) asked for the volume of steel sections and flats expected to be imported into the United Kingdom from South Africa during 1977 and 1978; and the volume imported during 1976, and the same figures for Spain*

Mr Meacher said that in 1976, 60 000 metric tonnes of all types of steel angles, shapes, sections and flats had been imported from South Africa and 31 000 metric tonnes had been imported from Spain. As for 1977 and 1978, in the case of South Africa the United Kingdom had benefited from an understanding on steel tonnage given to the commission by South Africa; the result of which would limit the imports of South African non-alloy steel light angles, shapes, sections and flats to tonnages acceptable to the UK industry over the period 1 January 1977 to 31 March 1978.

Imports of South African non-alloy steel light angles shapes, sections and flats into the United Kingdom in 1976 had been 14 000 metric tonnes. Imports of similar products from Spain in 1976 had been 26 800 metric tonnes; for the current year 6000 metric tonnes were imported to May 1977.

**Inquiry into retail trading**

*Reginald Eyre (Birmingham, Hall Green) asked how many of the forms R1 630, inquiry into retail trading for 1976, had been sent out to retail distributors trading in a non-corporate capacity; and how many of such forms had been returned completed.*

Mr Meacher said about 10 000 forms R1 630 had been sent to retail distributors within the scope of the retailing inquiry and about 4500 had been returned completed by 24 June. Information relating to the number of forms going to retail distributors trading in a non-corporate capacity could be provided only at disproportionate cost.

**Tourism and the regions**

*Paul B. Rose (Manchester, Blackley) asked the Secretary of State for Trade, whether he would take action to encourage the dispersal of foreign tourists to the English, Scottish and Welsh regions by means of a concerted policy including publicity, assistance in the provision of travel and accommodation and leisure facilities.*

Mr Meacher pointed out that this had been government policy since 1974. Selective assistance was provided, through the English, Scottish and Welsh Tourist Boards, to all types of tourism projects in the development areas.

**From Fahrenheit to Celsius**

*Austin Mitchell (Grimsby) asked the Secretary of State for Prices and Consumer Protection, what was his policy on the introduction of the Celsius scale of temperatures and the phasing out of the Fahrenheit scales.*

Mr Fraser said that on 7 July 1976 the House debated and accepted the then proposed EEC directive on units of measurement subject to certain amendments outlined in the debate. The directive incorporating those amendments had been finally adopted by the Council of Ministers on 27 July 1976. As part of the UK's obligations under that directive regulations had already been made authorising the Celsius scale of temperature and further regulations would have to be made, before 31 December 1979, to cease to authorise the Fahrenheit scale. This would mean that where legislation at present referred to degrees Fahrenheit (°F) it would be amended to refer to degrees Celsius (°C).

**Profit margins on gas cookers**

*Ian Wrigglesworth (Teesside, Thornaby) asked the Secretary of State for Prices and Consumer Protection, if he would refer the matter of the profit margin allowed by the Gas Board on cookers, gas fires and water heaters to the Price Commission.*

Mr Maclennan said there were no plans at present to refer British Gas Corporation appliance sales profit margins to the Price Commission but he would welcome further details of any complaint, if any.

**Salaried appointments**

*Philip Holland (Carlton) To ask the Secretary of State for Prices and Consumer Protection, how many individuals other than civil servants had been appointed by him to bodies other than departmental committees in the last 12 months and since February 1974: and if he would list in the Official Report the names of the individuals and the bodies to which they had been appointed.*

Mr MacLennan, gave the following information: 52 salaried appointments had been made since February 1974 including 19 in the last 12 months to those bodies other than departmental committees for which the Secretary of State was currently responsible. The names of the individuals and the bodies to which they had been appointed were shown below. A list including unpaid appointments could be compiled only at disproportionate cost.

Electricity Consultative Councils: London, Mr D. King*; Merseyside and North Wales, Mr M. J. Moore; North Western, Mr S. C. Clifford; and South Western, Mr F. A. W. Parnell*.

Metrication Board: Mr J. M. Wood*; Mr E. Cust; Mr T. R. S. Lyon*; and Mr D. C. Dewar.

Monopolies and Mergers Commission: Mr J. G. le Quesne; Sir Max Brown; Mr R. G. Aspray; Mr T. P. Lyons; Mr C. T. H. Plant; Mrs C. M. Miles; Lady Bowden; Mr J. S. Copp; Mr C. J. Hardie; Mr R. L. Marshall; Mrs V. M. Marshall*; and Hon J. D. Eccles*.

National Consumer Council: Mr M. Young; Mrs J. MacIntosh; Mrs H. Armstrong; Mr M. Barnes; Mr C. Holmes; Mrs B. Lipman; Mrs D. Auslan; Baroness Phillips; Mrs R. Waterhouse; Mr M. Wood; Mr K. Glynn*; Mr A. Crawford*; Mrs P. Lambert*; Mrs J. Young*; Cllr R. Knowles*; Mr B. S. Sewill*; and Lord Peddie*.

Office of Fair Trading: Mr G. J. Borrie.

Price Commission: Mr A. W. John; and Mr I. F. H. Davison*.

Regional Gas Consumer' Councils: Eastern, Mrs A. Williams; North Eastern, Professor P. B. Fairest*; North Western, Mr A. G. Read; Scottish, Mrs J. Buchan*; South Eastern, Mrs M. R. Grimes; and Wales, Miss M. Roach.

Scottish Consumer Council: Mrs J. MacIntosh.

Transport Users Consultative Committees: North Western, Mr P. J. Kenyon*; Scotland, Mr T. F. Carbery*; South Eastern, Professor D. Wiggins*; and South Western, Dr M. D. D. Newitt.

Welsh Consumer Council: Mrs B. Lipman.

*Appointed during the last 12 months.

**MOT certificates**

*John Loveridge (Havering, Upminster) asked the Secretary of State for Prices and Consumer Protection, if he would take steps to prevent persons advertising second-hand cars for sale referring in advertisements to the issue of MOT certificates, in view of the false impression of the mechanical condition of the vehicle that this could give.*

Mr Fraser said no. The purchaser had an interest in whether a used vehicle offered for sale had a valid MOT certificate or not, but he should not take it as evidence of its current mechanical condition, as the certificate itself made clear.

**Disclosure of company information**

*David Watkins (Consett) asked the Secretary of State for Trade, if he would list all the acts which required companies to disclose information, together with the requirements of each act.*

Mr Clinton Davis pointed out that he did not have responsibility for all the acts which required companies to disclose information. Under the Companies Acts 1948 to 1976 and the European Communities Act 1972 a company was required to file with the Registrar of Companies information about its activities. The information to be provided included the company's memorandum and articles of association, together with particulars of the registered office, directors and secretary, directors' interests, mortgages, debentures or other charges on the company's assets, directors' report, annual accounts and notices relating to winding-up or the appointment of a receiver or manager.

Under the Registration of Business Names Act 1916 as amended by the Companies Act 1947 a company must file particulars with the Registrar of Business Names of all names under which the company traded other than its own.

The Statistics of Trade Act 1947 required companies to provide information to the Department for the compilation of statistics, but information relating to individual companies was not disclosed publicly.

## Ministers

**Department of Industry**

Secretary of State: Eric Varley
Ministers of State: Alan Williams
Gerald Kaufman
Parliamentary Under-Secretaries of State: Robert Cryer
Leslie Huckfield

**Department of Trade**

Secretary of State: Edmund Dell
Parliamentary Under-Secretaries of State: Michael Meacher
Stanley Clinton Davis

**Department of Prices and Consumer Protection**

Secretary of State: Roy Hattersley
Minister of State: John Fraser
Parliamentary Under-Secretary of State: Robert Maclennan


## Reprints of 'T & I' articles

Reprints of *Trade and Industry* articles should be ordered within one week of publication from: Director of Publications (P1), HMSO, Atlantic House, Holborn Viaduct, London EC1P 1BN. Reprints cost £20 for 250 copies of a page or part-page, plus £1.00 for each additional 125 copies; carriage extra.

**Financial assistance to Yorkshire and Humberside**

*Edwin Wainwright (Dearne Valley) asked for a list of the financial assistance provided to the Yorkshire and Humberside region during each of the past three years; and comparable figures per 1000 of the population of the financial aid given to Scotland, Wales, north west and the north east regions, respectively.*

Mr Cryer said the information for regional preferential expenditure was only separately available for the Yorkshire and Humberside intermediate area.

ESTIMATED REGIONAL PREFERENTIAL EXPENDITURE

| | 1973/74 £ | 1974/75 £ | 1975/76 £ |
|---|---|---|---|
| Yorkshire and Humberside Intermediate area | | | |
| Total expenditure | 9.6m | 16.4m | 23.0m |
| Per 1000 of population | 2 064 | 3 527 | 4 947 |
| Northern development area | | | |
| Total expenditure | 58.3m | 75.1m | 121.2m |
| Per 1000 of population | 17 289 | 22 272 | 35 943 |
| North West region | | | |
| Total expenditure | 31.8m | 61.0m | 71.3m |
| Per 1000 of population | 4 849 | 9 302 | 10 872 |
| Scotland | | | |
| Total expenditure | 64.6m | 83.0m | 124.4m* |
| Per 1000 of population | 12 408 | 15 943 | 23 895 |
| Wales | | | |
| Total expenditure | 48.4m | 57.3m | 64.4m* |
| Per 1000 of population | 17 504 | 20 723 | 23 291 |

Notes

The figures show regional development grants regional financial assistance, the investment grant differential, Local Employment Act residual expenditure and expenditure on land and factories.

* The figures do not include expenditure by the offices for Scotland and Wales to which certain responsibilities for regional incentives were transferred during the course of the financial year.

**Power plant manufacturing industry**

*Kenneth Clarke (Rushcliffe) and Phillip Whitehead (Derby North) asked the Secretary of State for Industry about the future of the power plant manufacturing industry.*

Mr Varley reminded the House that the government had accepted the recommendation of the central policy review staff, supported by the National Enterprise Board, that it would be in the long term interests of the country and of those employed in the industry if restructuring took place. It had not at this stage proved possible to find an acceptable basis for restructuring, but discussions would continue with the companies concerned.

**Board changes at NEB**

*Hugh Dykes (Harrow, East) asked the Secretary of State for Industry, if he would make a statement on the recent announcement of board changes at the National Enterprise Board; and whether he expected such changes to produce any split in operational policies.*

*Michael Neubert (Havering, Romford) asked the Secretary of State for Industry, when he had last met the chairman of the National Enterprise Board.*

Mr Varley replied that he had last met the chairman of the National Enterprise Board on 6 July. Operation policies were primarily a matter for the board.

**Number One, Consett**

*David Watkins (Consett) asked the Secretary of State for Industry, what progress had been made in his consideration of developing an industrial site at the situation known as Number One, Consett.*

Mr Cryer said that proceedings were underway to acquire some 90 acres at Consett Number One. Site development work would start as soon as the government had possession of the land. The government had already announced its intention to build two advance factories at Consett and these would be built at Number One.

**Prospects for manufacturing industry**

*Tom Arnold (Hazel Grove) and Tim Renton (Mid-Sussex) asked the Secretary of State for Industry, whether he was satisfied with the prospects for manufacturing industry in the light of the recent CBI forecast.*

Mr Williams said he was satisfied that manufacturing industry had good prospects of achieving a sustained and soundly based expansion. In this context, on 18 July details had been announced of a new product and process development scheme for which £20 million had been initially allocated. The government also proposed to allocate additional sums of £40 million for the ferrous foundry industry scheme, and of £10 million for the machine tool industry scheme.

**Encouraging small businesses**

*Richard Luce (Shoreham) asked the Secretary of State for Industry, what further measures he intends to take to encourage small businesses to expand.*

Mr Cryer said the need for special measures to encourage the expansion of small businesses was kept under constant review. The government was actively considering the extension nationwide of the pilot counselling service for small firms in the south west and had announced the intention of introducing a manufacturing advisory service.

**Earnings by British Caledonian in Zaire**

*Cranley Onslow (Woking) asked the Secretary of State for Trade, what representations he had made to the Government of Zaire about their failure to allocate foreign exchange for the remittance to the United Kingdom of revenue earnings by British Caledonian Airways.*

Mr Dell replied that his department had had a number of discussions with British Caledonian Airways as to whether they wished representations to be made to the Government of Zaire, but on no occasion had the airline felt the time was right. In May of this year, the Department had in fact initiated an approach by our ambassador in Kinshasa to the Minister of Foreign Affairs of Zaire in an attempt to avert cessation of these services. British Caledonian Airways had been, of course, informed. However,

OFFERS OF ASSISTANCE UNDER SECTION 8 OF THE INDUSTRY ACT 1972

| | Industry schemes 1974/5 | | 1975/6 | | 1976/7 | | Accelerated projects schemes 1975/6 and 76/7 | | Totals | |
|---|---|---|---|---|---|---|---|---|---|---|
| | No | Value (£m) | No | Value (£m) | No | Value (£m) | No | Value (£m) | No | Value (£m) |
| Yorkshire and Humberside region | 105 | 5.9 | 81 | 4.9 | 110 | 8.3 | 11 | 21.8 | 307 | 40.9 |
| North west region | 8 | 0.2 | 6 | 0.5 | 42 | 2.3 | 13 | 7.8 | 69 | 10.8 |
| Northern region | 7 | 0.1 | 2 | 0.3 | 25 | 3.2 | 5 | 3.1 | 39 | 6.7 |
| Scotland | 10 | 0.9 | 6 | 0.1 | 55 | 6.2 | 6 | 2.1 | 77 | 9.3 |
| Wales | Nil | Nil | 1 | negligible | 14 | 0.4 | 2 | 2.2 | 17 | 2.6 |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before any answer could be received the company decided to terminate the services to Kinshasa from 28 July.

**Operating capacity of the steel industry**
*Peter Hardy (Rother Valley) asked at what proportion of capacity the steel industry was currently operating; and if he expected the position to improve by the end of 1977.*

Mr Huckfield said that the United Kingdom steel industry had operated at about 69 per cent of capacity in June. It now seemed unlikely that there would be any significant improvement in demand before the end of this year.

**Leyland truck and bus division**
*James Johnson (Kingston upon Hull West) asked the Secretary of State for Industry, whether the National Enterprise Board had sought his consent for the proposed new Assembly Hall programme at Leyland Truck and Bus Division.*

Mr Varley said he had given consent to this programme, which should make an important contribution to the future success of Leyland Truck and Bus.

**Sona Consultants**
*Max Madden (Sowerby) asked the Secretary of State for Industry, when, in the absence of all required information, his department would deem any application for financial assistance by Sona Consultants Ltd, of Mytholmroyd, West Yorkshire, as being no longer before his department for consideration; what further action had been taken in the past two months to secure outstanding information from the company; and if he would make a statement.*

Mr Cryer said that in the light of the latest letter from the company dated 11 July the company had been informed that their application would be treated as withdrawn unless their outstanding information was received by 10 August. The department had written to the company on 12 and 19 May and on 29 June and attempts had also been made to contact the company by telephone at Mytholmroyd and by telephone and in person at their firm's headquarters address.

**Investment in the steel industry**
*John Ellis (Brigg and Scunthorpe) asked for details on the level of investment in British steel as compared with other EEC countries in recent years; and for figures on future investment here and in the EEC countries.*

Mr Huckfield said figures produced by the European commission showed investment expenditure by the UK iron and steel industry had been the highest in Europe in 1975. This had been also the case for estimated expenditure in 1976 and 1977 for projects in progress and approved at 1 January 1976; the amount for the United Kingdom for these two years together was £916 million compared with £618 million for the Federal German Republic, £555 million for Italy and £428 million for France. BSC's capital investment in 1976-77 had been a record figure of approximately £580 million and was expected to be some £600 million in the current financial year.

**NEB funds for sea bed engineering**
*Frank Hooley (Sheffield, Heeley) asked what funds had been committed by the National Enterprise Board to industrial enterprises concerned with sea bed engineering or sub-sea systems, excluding oil related enterprises.*

Mr Huckfield said the NEB had invested £50,000 in R. R. Chapman (Sub Sea Surveys) Ltd. He understood that the underwater craft operated by this company had been designed primarily for offshore oil industry applications but had other possible uses such as underwater surveying and navigation.

**Investment intentions**
*W. W. Hamilton (Central Fife) asked for the latest assessment of the investment intentions of manufacturing industry.*

Mr Williams said the investment intentions survey carried out by the department during April and the first half of May indicated that the volume of investment by manufacturing industry in 1977 would be between 6 and 10 per cent greater than in 1976: in 1978 it could show an increase of 20 per cent or more.

**Investment in British industry**
*Dennis Canavan (West Stirlingshire) asked the Secretary of State for Industry, what estimates he had made of the amount of investment in British industry in the first six months of 1977.*

Mr Williams said investment by manufacturing industry in the first quarter of 1977 was £414 million and by all index of production industries £756 million, both expressed at 1970 prices, seasonally adjusted. Provisional figures for the second quarter of manufacturing industry would be available on 25 August and for the other industries in early October.

**Strikes in the Post Office**
*Nicholas Ridley (Cirencester and Tewkesbury) asked the Secretary of State for Industry, whether his intended legislation concerning striking in the Post Office would extend to permitting refusal to deliver the mail of individual customers.*

Mr Kaufman said the scope of the proposals would be settled in the light of consultations with the Post Office, the unions and the Post Office Users' National Council.

**Industrial development in West Yorkshire**
*Max Madden (Sowerby) asked what action was being taken to secure industrial development in West Yorkshire, especially in those areas where the operation of the wool textile scheme had created redundancies.*

Mr Cryer said that in addition to the financial incentives to industrial investment on offer because West Yorkshire was an intermediate area the construction of 36 advance factories had been approved since November 1974.

# Tuesday, 19 July

**Commercial travellers**
*Tom Arnold (Hazel Grove) asked the Secretary of State for Trade, whether, in the light of the EEC draft directive on commercial agents, he was satisfied with the degree of legal protection afforded to commercial travellers in terms of their contractual relations with their principals.*

Mr Meacher replied that he was still considering the proposed contents of the draft directive, which concerned relations between self employed commercial agents and their principals rather than employees working as commercial travellers.

**UK exports to Hong Kong**
*Alastair Goodlad (Northwich) asked the Secretary of State for Trade, if he would make a statement on the steps taken in Hong Kong to promote United Kingdom exports to the territory.*

Mr Meacher said the Hong Kong Government was co-operating with the department and the British Trade Commission in Hong Kong and buying and selling missions were regularly exchanged. As part of its export promotion programme, in March 1978 the British Overseas Trade Board would sponsor an all-British industrial exhibition in Hong Kong. In the first five months of 1977 exports to Hong Kong showed a 42 per cent increase in sterling terms over the corresponding period 1976.

**Hotel charges**
*Bryan Gould (Southampton, Test) asked why the order for statutory price notification of hotel charges had not yet been introduced; and when it would be introduced.*

Mr Meacher said discussions were in progress. Consultations were being held with local authorities and he hoped that an order could be introduced before the end of the year.

**Sona Consultants Ltd**
*Max Maddern (Sowerby) asked the Secretary of State for Trade, if accounts of Sona Consultants Ltd, owners of Moderna, West Yorkshire, had been filed since the company was established; and if he would make a statement.*

Mr Clinton Davis said that Sona Consultants Ltd had been incorporated on 5 May 1975 and no annual return or accounts had been filed since that date. Following reminders, the company undertook on 29 March to submit outstanding returns in the near future and had now promised to file them by 19 August. However, if the default persisted, the department's solicitor would be asked to consider a criminal prosecution of the company and its directors.

**Sound proofing grants**
*David Lambie (Central Ayrshire) asked the Secretary of State for Trade, whether he intended to increase the sound proofing grants available to eligible householders living near Prestwick Airport by 32 per cent, to keep them in line with similar increases for Heathrow and Gatwick Airports; and if he would make a statement.*

Mr Clinton Davis said as the noise insulation grants scheme at Prestwick was made by the British Airports Authority, this was a matter for the authority.

**Licences issued by the Department of Trade**
*Michael Brotherton (Louth) asked the Secretary of State for Trade, what licences were currently issued by his department governing the activities of commercial and other productive enterprises.*

Mr Meacher said that in 1977, under the Films Act 1960, the Department of Trade had issued 111 renters licences to persons distributing cinematograph films to exhibitors and 1471 annual licences and 277 part year licences to cinemas exhibiting cinematograph films to the public. Licences might also be required for the export and import of certain commodities.

**Private investment from the EEC and US**
*Austin Mitchell (Grimsby) asked the Secretary of State for Trade for the total of private investment from EEC countries and from the United States in Great Britain to date; and if he would list the amounts from each country individually.*

Mr Meacher said that the information available related to the book value at the end of 1974 of overseas direct investment in the United Kingdom, excluding oil, banking and insurance, and was as follows:

| | £ million: end 1974 |
|---|---|
| EEC | 1 084 |
| of which: | |
| Belgium and Luxembourg | 210 |
| Denmark | 64 |
| France | 163 |
| German Federal Republic | 168 |
| Irish Republic | 28 |
| Italy | 114 |
| Netherlands | 337 |
| United States of America | 3 664 |

He added that the value of overseas net direct investment in the United Kingdom, excluding oil and insurance in 1975, the latest year for which the information was available, had been £114 million from EEC countries and £224 million from the United States of America.

*Mr Mitchell then asked for the scale of private British investment in EEC countries and in the United States of America in the last available year.*

Mr Meacher said the information available related to United Kingdom net direct investment overseas, excluding oil. In 1975, the latest year for which the information was available, the value of the investment in the EEC countries was £151 million, and in the United States of America £201 million.

**Recycling waste**
*Andrew Bennett (Stockport North) asked what progress had been made during the past six months in recycling waste, and whether there had been discussions with bottle and can manufacturers to encourage them to produce returnable bottles and cans rather than disposable ones.*

Mr Cryer said the department had continued, in close co-operation with the Department of the Environment, to support the work of the Waste Management Advisory Council and the director of the national anti-waste programme in encouraging the increased recovery and recycling of waste materials. A list of national priorities had been established in which the most important, in terms of resource and import savings, were waste paper and metal scrap. A national campaign had been launched on 22 June 1977 to encourage voluntary organisations to collect waste materials, and this had aroused considerable public interest. The department was working in close consultation with the manufacturing and reclamation industries on these matters.

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**Ferrous foundry industry scheme**

*Kenneth Clarke (Rushcliffe) asked for the assistance given under the ferrous foundry industry scheme subdivided into the different market sectors; and the proportion of the assistance that went to foundries producing high volume repetition castings.*

Mr Huckfield said most foundries served a number of market sectors. By 30 June assistance had been approved for 175 iron foundries and 41 steel foundries. The number supplying the various market sectors was as follows:

| Market sector | Iron castings | Steel castings |
|---|---|---|
| Diesel engines | 49 | 1 |
| Automotive | 57 | 2 |
| Machine tools | 50 | 2 |
| Heavy machinery | 32 | 18 |
| Valves and pumps | 54 | 21 |
| Agricultural machinery and tractors | 46 | 1 |
| Mining | 25 | 16 |
| Oil and chemicals | 13 | 16 |
| Construction and earthmoving | 11 | 14 |
| Iron and steel industry | 19 | 11 |
| Electrical | 22 | 13 |
| General engineering (incl. jobbing) | 97 | 17 |
| Building | 19 | 1 |

Foundries producing high volume repetition castings cover a number of these sectors and the proportion of assistance to them is not readily available but the market sectors above give some indication.

*Mr Clarke then asked whether final decisions had now been taken on all applications for assistance under the ferrous foundry scheme which had been submitted before the closing date of 31 December 1976; and, if not, how many were still awaiting decisions.*

Mr Huckfield said no; 201 – the bulk of which had come in during the closing month of the scheme.

**New jobs under regional selective assistance**

*Robert Kilroy-Silk (Ormskirk) asked the Secretary of State for Industry, how many new jobs he expected to be created before the end of the year: (a) in Kirkby, (b) on Merseyside, (c) in the North-West, (d) in the Northern Region, (e) in Scotland, and (f) in Wales.*

Mr Cryer replied that six companies in receipt of offers of regional selective assistance under section 7 of the Industry Act 1972 expected to create the following new jobs during the year ending 31 March 1978.

| | Jobs |
|---|---|
| Kirkby | 330 |
| Merseyside | 7500 |
| North west region | 14 200 |
| Northern region | 10 700 |
| Scotland | 19 000 |
| Wales | 7000 |

Other new employment would arise from selective assistance given under the accelerated projects, selective investment and industry schemes authorised under section 8 of the act; from payment of regional development grant under Part I; from government factories for rent or purchase; and from investment by the National Enterprise Board.

**British Caledonian Airways**

*Russell Kerr (Hounslow, Feltham and Heston) asked the Secretary of State for Trade, whether he was satisfied that British Caledonian Airways would obtain a fairer opportunity to establish viable services to Houston and Atlanta under the new air services agreement with the United States of America than could have been obtained under the 1946 Bermuda agreement.*

Mr Dell said a better deal had been won for British Caledonian Airways than would have been possible under the 1946 agreement. Under the old agreement the best that could have been hoped for would have been new routes to Houston, Atlanta and Dallas (and perhaps elsewhere) which would have been available to both sides simultaneously. Under the new agreement sole rights for BCAL had been secured to operate a non-stop passenger/cargo service to Houston for 3 years, while a United States operator would have corresponding sole rights to a non-stop service to Atlanta. At the end of the three-year period, both routes would be open to both sides. This arrangement accorded with BCAL's own wishes. The agreement also provided BCAL with fifth freedom right to South American points already in BCAL's sphere of interest, which could not have been expected under the old agreement. There would be some indirect competition for BCAL's Houston service from the US service to Dallas; but BCAL could start their service to Houston immediately, whereas the United States carrier had yet to be selected. BCAL should therefore have a head start.

The agreement also provided that not more than one United States airline could be designated on each of these routes and that they must serve Gatwick. Under the old agreement the Americans would have been entitled to designate more than one of their airlines for each point and they could have gone to Heathrow. A further provision which had not been available under the old agreement, and which would be of considerable assistance to BCAL, was that when BCAL came on to the Atlanta route their United States competitor would be obliged to restrain its capacity in order to give them a fair chance to become established. The capacity regulating mechanism would also provide a continuing means of preventing the 'swamping' of BCAL services which occurred under the old agreement.

# Wednesday, 20 July

**Nationalised industries' assets**

*Rear-Admiral Morgan-Giles (Winchester) asked the Secretary of State for Industry, whether he would publish, for those nationalised industries for which he was responsible, a list showing the latest available figures for the net assets deployed and the numbers of people employed in each.*

Mr Huckfield gave the following information:

| | Net assets employed | Numbers employed |
|---|---|---|
| Post Office | £5 405m[1] | 420 665[1] |
| British Steel Corporation and subsidiaries | £3 067m[2] | 207 900[2] |
| British Aerospace and subsidiaries | * | 66 500[3] |
| British shipbuilders and subsidiaries | * | 82 000[4] |

Notes

* British Aerospace and British Shipbuilders vested on 29 April 1977 and 1 July 1977 respectively. The net assets employed by each corporation could not be determined until their commencing capital has been settled after payment of compensation for the companies acquired.

[1] As at 31 March 1976; the numbers employed exclude 21 299 sub-postmasters who are employed on an agency basis.

[2] As at 2 April 1977.

[3] As at 31 May 1977.

[4] As at 1 July 1977.

**Imports from Chile**

*Max Madden (Sowerby) asked for details by volume and value, of the extent of non-traditional exports, including milk, by Chile to the United Kingdom over recent years to the latest available date.*

Mr Meacher said table II of the 1976 *Overseas Trade Statistics of the United Kingdom*, which was available in the House of Commons Library, did not show any significant changes in the pattern of imports from Chile in recent years. Copper was still the most important item and accounted for three quarters of the total value of imports in 1976. There had been no imports of milk from Chile.

**Exports to Spain**

*George Reid (Clackmannan and East Stirlingshire) asked what representations had been made to the Spanish government to ensure that the 25 per cent concession on duty payable on industrial goods exported from the United Kingdom to Spain was extended to paper and board exports; and if he would make a statement.*

Mr Meacher said on 1 July the tariff provisions of the 1970 EEC/Spain agreement, which had been negotiated before UK accession to the EEC, had become effective for trade between the United

Kingdom and Spain. Under the terms of this agreement most United Kingdom exports to Spain now received a 25 per cent of 60 per cent reduction in the Spanish customs duties, but about one-sixth of UK exports, including paper and board products, received no concessions. A major revision of the agreement would be negotiated in the autumn when one of the United Kingdom's objectives would be to obtain tariff concessions from Spain on those products which did not at present receive them.

**Nationalised industries' assets**

*Rear-Admiral Morgan-Giles (Winchester) asked for a list showing the latest available figures for the net assets deployed and the numbers of people employed in each of the nationalised industries for which the Department of Trade was responsible.*

Mr Clinton Davis said that at 31 March 1977, the net assets of the British Airports Authority had stood at £307 million and the authority employed 5 351 people. Corresponding figures for the British Airways Group were respectively £692 million and 59 410 (of which 53 144 were employed in airline activities).

**Private investment in EEC and US**

*Austin Mitchell (Grimsby) asked for the total of private British investment in EEC countries to date; and the amounts for each country individually, and for the private British investment in the United States of America to date.*

Mr Meacher said the information available related to the book value at the end of 1974 of United Kingdom direct investment overseas, excluding oil, banking and insurance, and was as follows:

| | £ million; end 1974 |
|---|---|
| EEC | 2 197 |
| of which: | |
| Belgium and Luxembourg | 290 |
| Denmark | 72 |
| France | 460 |
| German Federal Republic | 627 |
| Irish Republic | 312 |
| Italy | 199 |
| Netherlands | 237 |
| United States of America | 1 273 |

**Insolvency service**

*Michael Marshall (Arundel) asked the Secretary of State for Trade, how many people were employed by the Insolvency Service in each of the years 1970 to 1976.*

Mr Clinton Davis said the numbers of staff in post, on 1 April each year had been:

| | |
|---|---|
| 1970 | 1 092 |
| 1971 | 1 199 |
| 1972 | 1 237 |
| 1973 | 1 211 |
| 1974 | 1 209 |
| 1975 | 1 268 |
| 1976 | 1 368 |

**Returnable and non-returnable containers**

*Andrew Bennett (Stockport North) asked the Secretary of State for the Environment, what discussions his department has had during the last six months with bottle and can manufacturers to encourage them to produce returnable bottles and cans, rather than disposable ones.*

Mr Cryer said that a working party of the Waste Management Advisory Council, on which the bottle and can manufacturers were represented, was at present studying the problem of returnable and non-returnable containers. The purpose of the study was to examine the economic and environmental impacts of returnable and non-returnable systems and to consider whether there were grounds for encouraging the development of one system at the expense of the other. The working party, which also included representatives of retail, consumer and environmental interests, was due to report at the beginning of next year. He would then consider, in the light of the council's recommendations, what action should be taken.

# Thursday, 21 July

**Financial assistance under the Industry Act**

*Kenneth Clarke (Rushcliffe) asked for the average time being taken between an application being made for financial assistance to a company and a decision being given under section 8 of the Industry Act 1972.*

Mr Cryer said the time between an application and a decision to offer assistance under section 8 of the Industry Act 1972 varied widely according to the nature of the scheme, the scale and nature of the application, on the applicant's own ability to substantiate his case, and the number of applications under examination. The time ranged from five weeks upwards, but only in special circumstances did it greatly exceed 20 weeks. For most unsuccessful applications the timescale was much shorter.

**Regional development grants in Wales**

*Geraint Howells (Cardigan) asked how much money had been paid during the last financial year and over the previous four years, to industry in Wales in the form of regional development grants as authorised under part 1 of the Industry Act 1972; and if this expenditure could be itemised by location and nature of industry and purpose of grant.*

Mr Cryer said the amount of regional development grant paid to industry in Wales in the four financial years 1972-73 to 1975-76 had been published in the annual reports presented to parliament pursuant to section 16 of the Industry Act 1972. The report for the financial year 1976-77 would be published in September. These reports showed, separately, the grant paid in respect of buildings and works and the grant paid in respect of plant and machinery, and were sub-divided to show the respective payments in the special development areas, the development areas and the intermediate areas. Separate records were not maintained, by country or region, of the location and nature of the industries concerned, but an analysis by standard industrial classification order was published each year for the assisted areas as a whole. Details of individual grant payments of £25,000 or over were published quarterly in *Trade and Industry* showing the name and location of the grantee.

**Accelerated projects scheme**

*Dafydd Wigley (Caernarvon) asked for a table analysing by category of industry those sums that had to date been committed by way of the accelerated projects scheme of section 8 of the Industry Act 1972.*

Mr Cryer said offers of assistance may be analysed by industry and gave the table below:

| Industry | Projects | | Assistance (£m) | | |
|---|---|---|---|---|---|
| | Number | Outlay (£m) | Grants | Loans | Total |
| Mechanical engineering | 31 | 94.1 | 10.6 | 4.9 | 15.5 |
| Chemicals and allied industries | 23 | 196.9 | 24.7 | 0.4 | 25.1 |
| Food and drink | 13 | 26.6 | 2.3 | 0 | 2.3 |
| Electrical engineering | 12 | 28.8 | 3.3 | 0 | 3.3 |
| Vehicle components | 8 | 66.3 | 7.4 | 0 | 7.4 |
| Metal goods | 8 | 14.2 | 1.5 | 0.4 | 1.9 |
| Metal manufacturing | 7 | 32.3 | 4.4 | 0 | 4.4 |
| Pottery, bricks and glass | 6 | 21.6 | 2.5 | 0 | 2.5 |
| Petroleum | 2 | 143.9 | 20.2 | 0 | 20.2 |
| Textiles | 2 | 7.1 | 0.8 | 0 | 0.8 |
| Others* | 6 | 7.8 | 0.7 | 0 | 0.7 |
| Total | 118 | 639.7 | 78.4 | 5.7 | 84.1 |

* Includes the furniture, leather, mining and construction industries.

**Selective financial assistance**

*Mr Wigley then asked for a list showing the differentials that existed in regional selective financial assistance between special development areas and ordinary development areas following the recent changes introduced by the government.*

Mr Cryer gave the following information:

| Form of assistance | Special development area | Development area |
|---|---|---|
| a Manufacturing industry | | |
| maximum rent free period for government advance factory | 5 years | 2 years |
| maximum interest free period for loans or period of interest relief grants | 3 years | 2 years |
| The maximum public sector contribution to a project in the form of a loan or interest relief grant can be higher in a Special Development Area reflecting the different needs of the two classes of areas. | | |
| b Service industry | | |
| Job creation grant | £1 500 | £1 000 |
| maximum rent relief grant period for offices | 7 years | 5 years |

**References to the Price Commission**

*Michael Neubert (Havering, Romford) asked the Secretary of State for Prices and Consumer Protection, how many investigations into prices of goods or services he had referred to the Price Commission from 1 January 1976 to date; and in which of the subsequent reports there had been evidence of profiteering.*

Mr Maclennan said since 1 January 1976 12 references on prices had been made to the Price Commission. In the seven inquiries which had been completed so far, the Price Commission had commented in four of its reports on prices or profits which appeared to be high, but it had not spoken of profiteering.

**Average retail prices**

*Peter Morrison (City of Chester) asked the Secretary of State for Prices and Consumer Protection, whether he would publish in the Official Report the average retail price at the present time and in February 1974, of one pound of potatoes, one pint of milk, one pound of New Zealand butter, one pound of streaky smoked bacon, four ounces of instant coffee, one dozen standard eggs, one kilogramme of sugar, one pound of frozen peas, one pint of beer, 20 Benson and Hedges cigarettes, one gallon of four-star petrol, quarter-pound of tea, a standard loaf of bread, one pound of minced beef, and a standard packet of detergent.*

Mr Maclennan said the following table showed average retail prices, as collected for the general index of retail prices, on 19 February 1974 and 14 June 1977.

| | 19 Feb 1974 p | 14 June 1977 p |
|---|---|---|
| *Potatoes*, per lb | | |
| Old, white, loose | 2.4 | 8.5 |
| Old, red, loose | 2.9 | 9.0 |
| New | — | 15.4 |
| Milk, per pint | 5.5 | 11.5 |
| Butter, New Zealand, per lb | 21.8 | 47.6 |
| Bacon, streaky, smoked, per lb | 45.0 | 70.8 |
| Coffee, instant, 4 oz | 33.1 | 107.7 |
| Eggs, standard, per doz | 38.0 | 41.6 |
| Sugar, per kg | 11.4[1] | 25.5 |
| Tea, medium priced, per ¼ lb | 8.4 | 28.4 |
| Bread, wrapped and sliced loaf, 1½ lb | 14.2 | 21.2 |

[1] Converted from 'per 2 lb'.

Comparable information is not readily available for minced beef, frozen peas, one pint of beer, 20 Benson and Hedges cigarettes, one gallon of four star petrol and a standard packet of detergent.

**Price of beer**

*George Park (Coventry North East) and Bruce George (Walsall South) asked the Secretary of State for Prices and Consumer Protection, whether he intended to initiate any action arising from the intention of major brewing companies to raise the price of beer by 1p per pint.*

Mr Maclennan said that the present powers enabling the secretary of state to refer general questions to the Price Commission did not provide for action to hold back proposed price increases

pending the commission's report. Such increases must however be notified in advance to the commission, who would permit them only if they were justified under the terms of the price code.

**Sectoral industry schemes**

*Dafydd Wigley (Caernarvon) asked the Secretary of State for Industry if he would analyse by industry the total commitments made under the industrial sectoral schemes of section 8 of the Industry Act 1972.*

Mr Cryer said at 30 June 1977 the total commitments made under the sectoral industry schemes had been as follows:

| | £ million |
|---|---|
| Clothing | 2.2 |
| Electronic components | Nil |
| Ferrous foundry | 35.9 |
| Machine tool | 6.2 |
| Non-ferrous foundry | Nil |
| Paper and board | 5.8 |
| Poultrymeat processing | 2.6 |
| Printing machinery | 0.7 |
| Redmeat slaughterhouse | 0.6 |
| Textile machinery | 0.1 |
| Wool textile (part 1) | 16.6 |
| Wool textile (part 2) | 0.1 |
| | 70.8 |

**ECGD**

*Cranley Onslow (Woking) asked the Secretary of State for Trade for the current total of export orders underwritten by the Export Credits Guarantee Department in respect of each of the Opec countries.*

Mr Meacher pointed out that it was not desirable to make public statements on the availability of the facilities of the Export Credits Guarantee Department for individual markets. However, at the present time ECGD was at risk for the 13 markets comprising Opec in respect of export contracts totalling approximately £3,600 million. In addition the department carried risks amounting to approximately £105 million in respect of various types of performance bonds in these markets.

**Air freight charges**

*George Reid (Clackmannan and East Stirlingshire) asked the Secretary of State for Trade what representations he had made to the United States government following the rises in air freight charges from Prestwick to the United States of America from 27p to 55p per kilo for textile exports; and if he would make a statement.*

Mr Clinton Davis said the increase in the air freight charges resulted from the rejection of British Airways' contract cargo rates and specific commodity rates by the United States Civil Aeronautics Board, which had obtained court orders requiring British Airways to withdraw these rates. Strong representations had been made to the United States' government that the appropriate rates to be charged should be resolved by inter-governmental agreement. It was intended to pursue this matter in accordance with the provisions of the tariffs article in the new air services agreement.

**Trade with Japan**

*Max Madden (Sowerby) asked the Secretary of State for Trade if he would publish the annual figures for the balance of trade, by value, in cars and textiles, between the United Kingdom and Japan.*

Mr Dell said annual figures of the United Kingdom's crude trade balance, that was the difference between exports valued fob and imports valued cif, with Japan in cars and textiles could be derived from published information on overseas trade statistics. For cars (SITC code 732.1), for the years just prior to 1974, the information was given in table 2 of volume IV of the *Annual Statements of Overseas Trade of the United Kingdom*, and for 1975 and 1976, in tables III and VI of, respectively, the December 1975 issue of *Overseas Trade Statistics of the United Kingdom*, and *Overseas Trade Statistics of the United Kingdom, 1976*. For textiles (SITC division 65), for the years just prior to 1974, the information was given in table 1 of volume IV of the annual statements, and for 1975 and 1976, in tables II and V of the *Overseas Trade Statistics of the United Kingdom, 1976*.

# Friday, 22 July

**Beer prices**

*Arthur Lewis (Newham North West) asked the Secretary of State for Prices and Consumer Protection, whether he was aware that a major brewery had announced a further increase in the price of beer and that a spokesman of the company had publicly declared that this had been a regular practice on its part every three months; and whether this was in accordance with the government's prices and incomes policy.*

Mr Maclennan replied that he deplored the regularity with which beer prices had been raised. The price code limited the interval between price increases to a minimum of three months, but this did not mean that companies should automatically raise their prices so often. Nevertheless the recent price increases by the major brewers had been scrutinised by the Price Commission to ensure that they were justified under the terms of the price code. It would be open to the Price Commission to investigate future price increases under their new powers.

**Causes of increase in prices**

*Arthur Lewis (Newham North West) asked the Secretary of State for Prices and Consumer Protection, in view of the fact that prices rose by 1p in the £ in June, bringing the annual rate of price increases to 17.7 per cent, because many of the items which rose in price were unaffected by world prices and import price increases, and since the wage control was not the cause, if he would cause an investigation to be made to ascertain the reasons for these price increases.*

Mr Maclennan said the effect of last autumn's sterling devaluation was estimated to have contributed up to a third of the 17.7 per cent year-on-year rate in June. We were, however, now coming towards the end of the period of feed through of goods and materials bought when sterling was down, and also of certain food items (tea, coffee, cocoa) bought when world prices were very high and the situation would be kept under close scrutiny.

**Price of bread**

*Sally Oppenheim (Gloucester) asked for the maximum price of a standard loaf of bread when the Bread Prices (no. 2) Order 1976 (SI 1976 no. 2128) was laid on 13 December 1976; and what was the maximum price on 18 July 1977.*

Mr Maclennan replied that the statutory maximum price for a 28 oz sliced and wrapped standard loaf had been 20p on 13 December 1976 and became 24½p on 18 July 1977. He estimated that over the same period the average price in shops had risen from about 19½p to about 22p a loaf.

**EEC aid to investment in assisted areas**

*Kenneth Clarke (Rushcliffe) asked the Secretary of State for Industry for the present ceilings imposed by the EEC on financial aids to investment in assisted areas; whether there were any proposals pending to alter these ceilings; and what effect the ceilings were having on British policy.*

Mr Williams replied that the EEC ceilings on aids to investment in assisted areas were set out in the communication from the commission to the council on general systems of regional aid (R/650/75 dated 3 March 1975). The ceilings for Great Britain were expressed in terms of the 'net grant equivalent', which was the post-tax discounted value of the aid given. The ceilings were due to be reviewed at the end of 1977. In granting regional aid, the government ensured that the appropriate ceiling was observed.

**Reclamation of polythene and other materials**

*Andrew Bennett (Stockport North) asked the Secretary of State for Industry, what help his department had given to industry and others seeking to reclaim polythene and similar substances from waste.*

Mr Cryer said that the processing of scrap and waste materials was a qualifying activity under the Industry Act 1972 and, under section 7 of the act, Reclamat International Ltd had been given an interest relief grant of £40,800 in 1976 for the reprocessing of plastic waste. No assistance had yet been awarded under section 8 of the Industry Act to companies seeking to reclaim polyethylene (commonly known as 'polythene') or other plastic materials.

Several United Kingdom companies were successfully recycling plastics, either into new articles or into granules for moulding by the plastics industry. With encouragement of the Waste Management Advisory Council officials of the department had recently met the British Plastics Federation Environment Committee. As a result of this meeting, a survey was now being carried out to identify plastic waste arisings. This would indicate opportunities for plastic material recycling.

**Selective financial assistance**

*Kenneth Clarke (Rushcliffe) asked how many public servants had been employed in the assessment of applications for selective financial assistance to industry under section 8 of the Industry Act 1972 in each of the last five years.*

Mr Cryer said the information requested was not available in the form requested and could not be obtained without disproportionate effort. Most officials involved in this work had other duties. About 70 staff in the five departments principally concerned were currently engaged full time on section 8 work.

**Anglo-Soviet credit agreement**

*Peter Morrison (City of Chester) asked the Secretary of State for Trade, for the total value to date of contracts signed under the 1975 Anglo-Soviet credit agreement; and whether he was satisfied with the amount of contracts concluded to the present date.*

Mr Meacher said the total value of contracts placed under this agreement was 1363 million. While he would like to see contracts concluded for even larger amounts, he did not consider the value of orders placed under this agreement to be unsatisfactory at this stage of its operation.

**Trade with Japan**

*Max Madden (Sowerby) asked the Secretary of State for Trade, if he would make a statement on the current adverse balance of trade between the United Kingdom and Japan.*

Mr Dell said he wanted to see a much better balance in trade with Japan. Intensive export promotion efforts in Japan were being maintained. The co-operation of Japan was sought to improve the access of British exporters to their market, to increase substantially the level of their imports from the United Kingdom as well as to continue restraint of Japan's sensitive exports to Britain.

*Mr Madden then asked what recent representations had been made by British manufacturing companies about Japanese non-tariff barriers; if instances could be given of those non-tariff barriers, identified by the department in United Kingdom/Japanese trade, which had been removed in the past five years; and what progress had been secured with the Japanese authorities in the removal of non-tariff barriers to British goods entering Japan; and how many such barriers had been identified by his department as being operated by the Japanese authorities.*

Mr Dell said representations had been made about a number of specific obstacles facing particular exports, and there had been recent progress towards reducing some of them such as difficulties resulting from Japanese pharmaceutical and vehicle testing requirements and vehicle emission standards. But other obstacles remained and the government and the European commission were continuing to make representations to the Japanese authorities about these and other difficulties faced by exporters.

**Safety on fishing and merchant navy vessels**

*Austin Mitchell (Grimsby) asked what research was known to the Health and Safety Executive in relation to safety on fishing vessels, and on merchant navy vessels.*

Mr Clinton Davis said the Ship and Marine Technology Requirements Board had commissioned research in support of the department's responsibilities for the safety of merchant ships and fishing vessels on such matters as stability, loading of bulk cargoes, the interaction effects of collisions and ship handling. The Interdepartmental Committee on Marine Safety, under the chairmanship of the department, had also been studying this question and intended to make available further information by the end of the year.

# Overseas trade news

## Still considerable openings for trade with Hungary

Addressing the plentary session of the fifth annual meeting of the UK-Hungarian joint commission held in Budapest from 4 to 8 July, Hungarian State Secretary in the Ministry of Foreign Trade, Dr Bela Szalai, said the value of UK-Hungary trade was not as great as it should be.

But Hungary wished to do business with British companies provided that their products were fully competitive. He wanted to see a growth in two-way trade and he outlined a number of ways in which this could be achieved.

First, he said, there were the opportunities arising from direct contacts between industrialists through participation in fairs, exhibitions and symposia which enabled Hungarians to find out what British companies could offer. Then there were the contacts fostered through the joint commission itself. Dr Szalai expressed satisfaction with the discussions held during the pre-joint commission visits by six British companies. He hoped that the impetus behind these visits would be maintained by further exchanges during the coming year.

However, of all the ways in which British companies could increase their business with Hungary Dr Szalai said that he attached most importance to the conclusion of co-operation agreements. He referred to the possibility of the formation of joint companies (recent legislation allows foreign companies to have up to 49 per cent shareholding in Hungarian-based joint companies).

He emphasised that, while co-operation arrangements assisted Hungary's own industrial development, they undoubtedly had direct commercial benefits for both sides. Many British companies had already signed co-operation agreements with Hungarian partners, but considerable opportunities still existed for further mutual assistance, not only in Hungary but also in third markets where British marketing expertise would be of great value.

Dr Szalai recognised that companies in some other western countries had concluded more co-operation agreements with Hungary than British firms. This reflected in part the fact that Hungary was a long-standing and traditional market for them, but also, he thought, a greater realisation on their part of the potential benefits which came from co-operation. There was still however plenty of scope for British companies, particularly in the promotion of technical developments and for the provision of marketing assistance. Scientific and technical co-operation could also lead to worthwhile commercial opportunities.

The joint commission provides an opportunity for an annual review at senior governmental level of mutual economic and trade relations and for considering the future possibilities for increased trade and co-operation. The UK delegation, led by John Steele, deputy secretary at the Department of Trade included, in addition to government officials, three British businessmen, Ralph French of ICI, Ian Pert of Seltrust Engineering, and Arthur Wright, consultant to GEC, Humphreys and Glasgow and a number of other companies.

Because of possible opportunities for British companies in the agricultural sector a senior official of the Ministry of Agriculture, Fisheries and Food was also included. The delegation had the full support of the British embassy in Budapest and both the ambassador, Richard Parsons, and the commercial secretary, Simon Hemans, played a full part in the meetings.

The joint commission identified a number of sectors where it was thought that there were promising opportunities for UK companies to assist in the economic development of Hungary in ways which would be commercially beneficial for both sides. These areas included

- the development of Hungary's indigenous copper reserves;
- the further development of Hungary's bauxite extraction and processing industry;
- the nuclear servicing field;
- the development of the Tisza irrigation project;
- general petrochemical, pharmaceutical, medical, pump technology and agricultural developments both in Hungary and, where appropriate, in third markets.

Other areas where useful prospects for co-operation between UK and Hungarian enterprises existed included the manufacture and processing of plastics, the pharmaceutical industry, the conversion of maize for human use, the production of mining equipment and co-operation in the manufacture of synthetic magnesite bricks.

Mr Steele had useful meetings with the president of the National Bank, the chairman of the National Planning Office, a Deputy Minister of Heavy Industry and a Deputy Minister of Foreign Affairs. Other calls were arranged both for the official members of the delegation and for each of the businessmen.

An article outlining the opportunities open to UK firms in Hungary appeared in *Trade and Industry* on 29 April 1977 and firms interested in following up any of these proposals can obtain further information from Commercial Relations and Exports Division, tel. 01-215 5258.

## Export Year theme for 21st celebrations

Chairman of the British Overseas Trade Board, Sir Frederick Catherwood, was the principal speaker at the 21st year of business celebrations of Borg-Warner's transmission division on 22 July. The company chose an Export Year theme for its celebrations.

Other guests included senior representatives from the company's overseas customers, including Volvo and Saab, and major UK exporters, including British Leyland and Chrysler.

The company said that Export Year had had a lot of impact, both at Borg-Warner and in the area generally, and it seemed the ideal theme for the celebrations. Employees were more aware than ever before of the importance of overseas business.

## Duke to open major US retail promotion

The Duke of Kent, as vice-chairman of the British Overseas Trade Board, will visit Chicago from 24 to 26 September to open the 'British Showcase' promotion of the Marshall Field and Co department store, and to visit the joint-venture exhibit of 25 British companies sponsored by the Ship and Boat Builders National Federation at the marine trades exhibition.

## ECGD introduces new bank guarantee

A new form of bank guarantee, the comprehensive extended terms bank guarantee, has been introduced by the Export Credits Guarantee Department.

The new guarantee, the form of which has been agreed between ECGD and the London and Scottish clearing banks, will be issued to policyholders who make considerable use of the comprehensive extended terms guarantee for the insurance of credit with terms from two to five years.

Until now finance for such business has been negotiated with ECGD on a case-by-case basis. With the new guarantee exporters of a wide range of engineering products and consumer durables will be able to obtain advance clearance from ECGD for a whole year's expected export turnover and draw bank finance without delay as goods are shipped.

ECGD is writing to policyholders affected

by the introduction of the new guarantee to inform them of procedures for the change-over.

The ECGD comprehensive extended terms guarantee provides credit insurance on a wholeturnover basis for goods commonly exported on credit terms between six months and five years.

ECGD policyholders may be able to supplement their credit insurance with a direct ECGD guarantee to their bank, the security of which enables the bank to provide export finance at favourable interest rates. The existing range of ECGD bank guarantees will remain available for all business other than that being transferred to the new comprehensive extended terms bank guarantee.

## ECGD guarantees foreign currency loans to Sudan and Turkey . . .

Repayment and availability of funds for a $4.1 million loan which Citicorp International Bank Ltd, acting on behalf of Citibank, has made available to the Public Electricity and Water Corporation of Sudan is being backed by the Exports Credits Guarantee Department.

The loan will help finance a $5 million contract awarded to Crossley-Premier Engines of Manchester, a subsidiary of Amalgamated Power Engineering Ltd, for the design, manufacture, supply, erection and commissioning of three 5285 kW diesel generator sets and associated equipment at Port Sudan. Commissioning is scheduled for late 1978.

A $14.1 million loan which Baring Brothers, acting on behalf of themselves and a syndicate of banks, has made available to Petkim Petrokimya AS, Turkey, to help finance the UK share of a contract awarded to Catalytic International Incorporated of London and Oronzio de Nora of Milan by Petkim Petrokimya is being backed by the Export Credits Guarantee Department. The UK part of the contract is for the design, procurement of UK goods, engineering and commissioning of a chlorine plant at Aliaga, near Izmir in west Turkey.

The plant is due for commissioning in late 1980 and is designed to produce 100 000 tonnes of chlorine a year.

## . . . and £4.7m loan for Kenya

A £4.7 million loan which Guinness Mahon, acting on behalf of the Bank of Scotland, has made available to Kenya Furfural company is being backed by ECGD.

The loan will help finance two contracts, one of £4.4 million awarded to Sulzer Brothers; the other of £3.6 million awarded to Foster Wheeler (Process Plants). Both contracts awarded by Kenya Furfural are for a chemical plant at Eldoret, north-west Kenya.

The plant is designed to extract furfural and formic and acetic acids from maize corn cobs. It will also produce cattle feed as a by-product. Commissioning of the plant is scheduled for autumn 1979.

## Deakins in Brazil

Eric Deakins, Parliamentary Under-Secretary at the Department of Health and Social Security (left), in conversation with Dr Reinhold Stephanes, President of the Brazilian National Social Security Institute. The meeting took place during a British Health-Care Export Council mission to Brazil in June. The mission marked a new initiative to re-invigorate sales of British equipment to Brazil's enormous hospital construction programme both in the public and private sector.

## Executive remuneration comparisons issued

Employment Conditions Abroad (see *Trade and Industry*, 25 March page 755) has issued its inter-country executive remuneration comparison report for 1977.

This report is in a similar format to the one issued last year and compares executive remuneration in the UK with that of national executives in 12 other countries at various responsibility levels expressed in terms of UK salary. The comparisons are made in terms of gross remuneration, net after tax remuneration and after tax remuneration adjusted for differences in cost of living. The last comparison measures relative purchasing power or what the money buys. A table showing these comparisons is published below.

The overall position, says the organisation, is not very different from last year. The gap in gross remuneration between the UK and abroad has widened by about 5 per cent mainly on account of a continuing decline in the value of sterling, but the gap in net remuneration and in purchasing power has narrowed slightly.

However, Employment Conditions Abroad states that there are too many variables to allow exact comparisons to be pressed too far, including such matters as exchange rate changes, changes in average remuneration levels, different companies providing information and changes in income tax and inflation rates.

## Lagos conference books up hotel space

Lagos is the venue for the world confederation of the Organisation of the Teaching Profession from 3 to 10 August.

Large block bookings, in the better hotels in Lagos, have been made by the organisers and accommodation for overseas business visitors will be difficult to obtain during this period.

## Commonwealth technical group on common fund set up

Following a decision taken at the meeting of Commonwealth heads of government, Commonwealth secretary-general, Shridath Ramphal, has appointed a technical working group on the common fund to assist Commonwealth governments and aid greater progress at the Unctad negotiations in November.

Lord Campbell of Eskan, chairman of the Commonwealth Sugar Exporters Association, will be chairman of the technical group. It has 10 high-level members, drawn from developed and developing Commonwealth countries and from a wide

### Salary comparisons

| | Gross pay £ | Net after tax £ | What that buys £ | Gross pay £ | Net after tax £ | What that buys £ | Gross pay £ | Net after tax £ | What that buys £ |
|---|---|---|---|---|---|---|---|---|---|
| UK | 8 200 | 6 068 | 6 068 | 10 900 | 7 497 | 7 497 | 14 500 | 8 929 | 8 929 |
| **Other countries** | | | | | | | | | |
| Australia | 14 904 | 9 809 | 8 530 | 20 535 | 11 910 | 10 356 | 28 790 | 14 904 | 12 960 |
| Belgium | 23 063 | 15 112 | 9 049 | 33 961 | 20 016 | 11 986 | 46 030 | 24 437 | 14 633 |
| Brazil | 20 868 | 15 198 | 11 514 | 28 300 | 19 45E | 14 739 | 41 770 | 26 990 | 20 447 |
| France | 18 384 | 15 610 | 10 006 | 26 984 | 21 714 | 13 919 | 39 613 | 30 164 | 19 335 |
| Netherlands | 21 302 | 13 002 | 8 026 | 30 175 | 15 886 | 9 806 | 42 742 | 19 574 | 12 083 |
| Singapore | 14 208 | 10 638 | 8 792 | 20 803 | 13 830 | 11 430 | 29 880 | 18 203 | 15 044 |
| South Africa | 11 897 | 8 867 | 9 048 | 17 067 | 11 133 | 11 360 | 22 890 | 12 800 | 13 061 |
| Spain | 16 464 | 12 645 | 9 508 | 24 153 | 16 945 | 12 741 | 35 871 | 22 509 | 16 924 |
| Sweden | 19 000 | 8 467 | 4 784 | 25 760 | 9 627 | 5 439 | 34 667 | 11 067 | 6 253 |
| Switzerland | 24 090 | 17 742 | 9 487 | 33 657 | 23 041 | 12 321 | 48 675 | 30 737 | 16 437 |
| United States | 21 540 | 14 651 | 11 536 | 28 488 | 17 500 | 13 780 | 35 465 | 19 942 | 15 702 |
| West Germany | 23 731 | 16 182 | 9 463 | 34 421 | 21 551 | 12 603 | 45 017 | 26 600 | 15 555 |

range of expertise in primary commodities. They serve in their individual capacities, not as representatives of governments.

The group had its first meeting in London from 22 to 24 July. It will meet again for a longer period in September.

The members of the technical group are:

Lord Campbell of Eskan, (Chairman), Chairman, Commonwealth Sugar Exporters Association
J. Arthur Brown, Governor, Central Bank of Jamaica
Professor Stuart Harris, Centre for Resource and Environmental Studies, Australian National University
Professor G. Helleiner, Department of Political Economy, University of Toronto
Dr Lal Jaywardena, Secretary to the Treasury and Secretary, Ministry of Finance, Sri Lanka
Mr W. Koranteng, Managing Director, Cocoa Marketing Co (Ghana) Ltd
Mr K. M. Lamaswala, Managing Director, Metal Marketing Corporation of Zambia
Tengku Tansri Ngah Mohamed, Secretary-General, Ministry of Primary Industries, Malaysia
Mr M. L. Rahman, Economic consultant, former Secretary to Ministry of Commerce and Ministry of Jute, Bangladesh
Professor J. Rweyemamu, Adviser to the President of Tanzania

## Beama's successful Manila conference

As part of the programme of following electrical development plans in various countries of the world, the British Electrical and Allied Manufacturers' Association (Beama) staged a four-day conference 'Electrical Developments from Britain' at the Intercontinental Hotel, Manila, from 27 to 30 June.

The British delegation, 30-strong, drawn from major electrical manufacturers in Britain, was led by Sir Jack Rampton, Permanent Under-Secretary of State at the Department of Energy. The mission was led by Mr R Flux, director, Reyrolle Parsons International Ltd. The conference got off to a good start with a speech by Geronimo Velasco, chairman of the Energy Development Board of the Philippines. His opening speech was followed by one from Sir Jack Rampton who outlined energy developments in Britain, drawing attention to the fact that Britain will shortly be the only major country in the world to be self-sufficient in energy.

The conference itself, which attracted over 360 local delegates, centered on the papers presented by the representatives of British companies who formed the mission. These papers traced the direction of British development in power generation, transmission, switching and cabling. Altogether, 15 British papers were presented including one on the financing of projects.

The National Power Corporation of the Philippines outlined the power expansion programme in the country and the National Electrification Administration recorded progress in rural electrification, and a further paper was presented by the Manila Electric Company (Meralco) on power developments in the metropolitan Manila area.

Attendance at the presentation of all these papers was of a consistently high level and there appeared to be few vacant spaces in the auditorium in which the conference was held.

Sir Jack Rampton, as leader of the British delegation, carried out a programme of visits outside the activities of the conference itself and he was received by the President of the Republic of the Philippines, Ferdinand Marcos, who devoted more than 40 minutes of his time to the discussion of energy problems.

The conference was well covered in the local press and time was taken by both television and sound radio to report on various aspects of it. The local delegates appeared to have been impressed by what they heard about British electrical developments and the British delegates were encouraged by the amount of interest shown in the presentation. Most of them have undertaken to return to the Philippines to follow up contacts and opportunities uncovered.

## Nordic targets for London mission

Finland and Norway are the target countries for a London Chamber of Commerce and Industry mission from 22 November to 1 December.

The chamber says that the Nordic bloc represents one of the best markets for British goods. The high standard of living and the priority given to modern industrialisation means there are opportunities at the quality end of the market.

The cut-off date for applications is 23 August and further details can be obtained from Anita Russell, London Chamber of Commerce and Industry, 69 Cannon Street, London EC4N 5AB, tel. 01-248 4444.

## New custom declaration label

From 1 August, the Post Office announces, the customs declaration for air and surface parcels to Japan will be a combined adhesive label.

For small parcels, for which the adhesive label may be unsuitable, the tie-on label will still be available.

## Disclosure of import information

In the list of goods on which the disclosure of import information is being considered under section 3 of the Finance Act 1967, published in *Trade and Industry* on 22 July, the following amendment should be made to a code number for excavating machinery:

**Delete** 8423 0594: **insert** 8423 0498.

Sir Jack Rampton addressing the Beama conference in Manila.

# Notices to importers

Issued by the Department of Trade, Import Licensing Branch, Charles House, 375 Kensington High Street, London W14 8QH. Telephone inquiries should be addressed to the number at the end of the notice.

## 1623: Portable monochrome television sets from the Republic of Korea

As announced on 22 July 1977, the importation of portable monochrome television sets originating in the Republic of Korea is restricted with effect from 23 July 1977. The goods affected and the quotas established are as follows:

| Tariff heading/Description | Quota (units) 1977 | 1978 |
|---|---|---|
| ex 85.15 Monochrome television receivers with cathode-ray tubes whose bulb diagonal measurement is 39 cm or less. | 35 000 | 35 000 |

**Existing surveillance arrangements**
Imports of the television sets defined above from all non-EEC countries except the state trading area and Taiwan were already subject to surveillance arrangements. All valid surveillance licences for such imports from the Republic of Korea have been revoked with effect from 23 July 1977 and the importers concerned have been informed.

**Licensing arrangements**
All imports effected since 1 January 1977 will count against the quotas. Initially, only goods which were in transit to the UK at the date of the announcement of the restrictions (whether or not a surveillance licence had been obtained) will be licensed.

Importers are therefore invited to submit applications for import licences in respect of goods to which the above circumstances apply. Applications should be made on form ILB/A to Import Licensing Branch, Department of Trade, Charles House, 375 Kensington Street, London W14 8QH, and should be accompanied by evidence (eg bill of lading or air waybill) of shipment on or before 22 July 1977. The closing date for receipt of applications is 26 August 1977.

Traders are warned that in view of the volume of imports already effected since 1 January 1977 and those in transit to the UK as at 22 July 1977 there is unlikely to be any quota remaining for allocation this year. Traders are invited to apply to Import Licensing Branch at the address given above for allocations from the 1978 quota not later than 9 September 1977. Such applications should be accompanied by evidence of any letters of credit which may have been opened in respect of the goods on or before 22 July 1977, and by a report by a qualified practising independent accountant in the form shown in the annex to this notice and covering the periods listed therein. Licences issued under the 1978 quota will not be valid for use before 1 January 1978.

**Letters of credit**
Traders are reminded that current exchange control regulations in respect of goods subject to quantitative restrictions prohibit banks from opening letters of credit, or amending those subsisting, unless they are satisfied that a valid import licence has been issued for such goods.

**Re-exports**
Applications for licences for the import of television sets intended for re-export will be considered separately against satisfactory evidence.

**Existing arrangements for imports from the state trading area and Taiwan**
Transistorised television receivers originating in the state trading area (which comprises Albania, Bulgaria, Cambodia, China, Czechoslovakia, German Democratic Republic and Berlin (East), Hungary, Korea (North), Laos, Mongolia, Poland, Romania, the Soviet Union and Viet-Nam) are already subject to quota licensing arrangements which are unaffected by the new restrictions, as are quota licensing arrangements already in existence in respect of portable monochrome television sets originating in Taiwan.

**Inquiries**
Import Licensing Branch, tel. 01-603 4644 ext. 280.

**ANNEX**

**Importer's statement**
I/We declare that the quantities of portable monochrome television sets originating in the Republic of Korea which were cleared through the United Kingdom Customs in my/our name for home retention in the periods shown were as stated below:

| | 1975 | 1976 | Jan-June 1977 |
|---|---|---|---|
| ex 85.15 Monochrome television receivers with cathode-ray tubes whose bulb diagonal measurement is 39 cm or less. | | | |

Date ..... Signed .....
Name of Company ..... Status .....
..... (ie Proprietor, Partner, Director or Secretary)

**Accountant's report**
I/We have conferred with the officials and employees concerned in the compilation of the figures shown and have made such tests as I/we have considered necessary. I/We report that in my/our opinion, the figures are those required by the Department of Trade for the purpose of this application.

Date ..... Signed .....
Professional qualification .....
Address .....
.....
.....

## 1624: Imports of bananas from the dollar area

To offset expected shortfalls in supplies of fresh bananas to the UK from other sources, a further supplementary quota of 4000 tonnes has been established for imports from the dollar area.

In order to ensure continuity of imports, the supplementary quota will be allocated between existing licence holders, having regard to the use they have made of their allocations under the current quotas for 1976-77.

Import licences will be issued to importers against their allocations only for those amounts for which they can produce evidence of a firm contract with the overseas supplier.

Licences issued under these arrangements will be valid until 30 September 1977. The dollar area as defined in the open general import licence means Bolivia, Canada, Colombia, Costa Rica, Cuba, the Dominican Republic, Ecuador, El Salvador, Guatemala, Haiti, Honduras, Liberia, Mexico, Nicaragua, Panama, Philippines, United States of America and Venezuela.

Inquiries: Import Licensing Branch, tel. 01-603 4644, ext. 281.

## 1625: Imports of cotton yarn from Egypt

As announced on 25 July 1977, imports of cotton yarn, not put up for retail sale, originating in Egypt, are now subject to quantitative restriction when imported into the EEC. The UK's share of the quota for the period 1 July to 31 December 1977 is as follows:

| Tariff heading/Description of goods | Quota |
|---|---|
| 55.05 Cotton yarn, not put up for retail sale | 228 tonnes |

Imports of cotton yarn from Egypt were already subject to surveillance licensing. Outstanding licences issued under those arrangements in respect of this newly restricted item were revoked with effect from 26 July 1977.

**Goods in transit**
All imports effected since 1 July 1977 will count against the quota. Consignments already in transit to the UK on 25 July 1977 will be licensed; traders should apply as soon as possible, and not later than 19 August 1977, in respect of such goods, submitting to Import Licensing Branch documentary evidence of the date of shipment of the goods, in support of a completed form ILB/A.

Traders seeking an allocation to import Egyptian cotton yarn, not put up for retail sale, during the remainder of 1977 should apply not later than 26 August to Import Licensing Branch on form ILB/A, and should state the quantity they wish to import during the rest of the year. Applications should be accompanied by a statement of past trade by the applicant for each of the years 1974, 1975, 1976 and from 1 January to 30 June 1977, supported by a report by a qualified, practising, independent accountant. Pro formas for this purpose are available from Import Licensing Branch and applications will only be dealt with on receipt of correctly completed forms.

**Letters of credit**
Traders are reminded that current exchange control regulations in respect of goods subject to quantitative restriction prohibit banks from opening letters of credit, or amending those subsisting, unless they are satisfied that a valid import licence has been issued for such goods.

Inquiries: Import Licensing Branch, tel. 01-603 4644 ext. 367.

# trade promotions guide

BOTB

A **Trade and Industry** quarterly guide July 1977

# JBA

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## 1 OVERSEAS FAIRS AND SYMPOSIA

where BOTB support is planned or under consideration
**page 4**

Further information about individual events can be obtained from the trade association or the BOTB contact (01-248 5757) whose name and telephone extension is given against the event. The cut-off date at the end of each entry indicates the closing date for applications for BOTB support.

## 2 STORE PROMOTIONS

where BOTB support is planned or under consideration
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### GENERAL INQUIRIES ON BOTB SUPPORT

Fairs and Promotions Branch, Department of Trade, Hillgate House, 26 Old Bailey, London EC4M 7HU, **01-248 5757**
**Overseas trade fairs** ext 7051
**Store promotions** ext 7183
**British Export Marketing Centre,** Tokyo, ext 7104 or 7317
**Outward missions and symposia** ext 306
**UK trade fairs** ext 7109
Special Export Services Branch, Export Services and Promotions Division, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU, **01-248 5757**
**Inward missions** ext 463

## 3 MISSIONS

where BOTB support is planned or under consideration
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Further information on individual outward missions can be obtained from the trade association or the BOTB Fairs and Promotions Branch contact named against the event. Information on inward missions can be obtained from Miss G. M. Stannard (01-248 5757 ext 463).
For outward missions the cut-off date at the end of each entry indicates the closing date for applications for BOTB support.

## 4 OTHER OVERSEAS FAIRS

This section covers overseas fairs not listed in section 1.
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## 5 UK FAIRS

This section lists major fairs and exhibitions in the UK.
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Cover photographed from an export display pack produced by Aldisplay Ltd, London SE1

### Classification

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Books and periodicals 5, 22, 27
Building, public works and construction equipment 5, 22 27
Chemicals and allied industries, including plastics 5, 22, 27
Clothing 6, 22, 27
Display and shop equipment 6, 22, 27
Engineering, electrical and electronic, including radio and television 6, 22, 27
Engineering, other 7, 22, 28
Foodstuffs, food machinery, hotel and catering equipment 8, 23, 28
Footwear 8, 23, 28
Furniture, furnishings, household equipment and hardware 8, 23, 28
Gas and oil extraction and distribution including offshore activities 9, 28
Handicrafts 28
Heating and ventilating 9, 23, 29
Horticulture and horticultural equipment 9, 23, 29
Hospital, medical, surgical and dental equipment 10, 24, 29
Jewellery and giftware 10, 24, 29
Laundry and allied services 24
Leather, leather goods and fur 10, 24, 29
Motor vehicles, motor cycles and cycles 10, 24, 29
Music and musical instruments 12, 24, 29
Office machinery and equipment 12, 24, 29
Packaging machinery and materials, including containers 12, 24, 29
Photographic equipment 12, 24
Pottery and glassware 12, 24
Printing, stationery and printing machinery 12, 24, 29
Scientific instruments and nuclear equipment 12, 26, 29
Ships and boats 13, 26, 29
Sports goods and camping equipment including caravans 14, 26, 29
Textiles and textiles machinery 14, 26, 29
Toys and games 15, 26
Watches and clocks 15, 26, 30
Water, effluent and air treatment plant including anti-pollution, cleaning and refuse disposal equipment 15, 26, 30
Other specialised fairs 15, 26, 30

# 1

# OVERSEAS FAIRS AND SYMPOSIA

## where BOTB support is planned or under consideration

## General fairs

### 1977

**AUCKLAND: New Zealand International Trade Fair.** 19-27 August 1977. The Department of Trade will organise a British Pavilion at this event. Mrs W. M. MacIver ext. 7093. Cut off date passed.

**FRANKFURT: International Trade Fair (Autumn).** 28-31 August 1977. Joint venture with
British Art Metal Manufacturers Export Group.
Design Council.
Cutlery and Silverware Association of the United Kingdom.
British Ceramic Manufacturers Federation.
British Jewellery and Giftware Federation.
Miss S. J. Parkes ext. 630. Cut off date passed.

**PLOVDIV: International Trade Fair.** 3-10 September 1977. The Department of Trade will organise a British Pavilion at this event. L. Devine ext. 7213. Cut off date passed.

**LEIPZIG: International Autumn Fair.** 4-11 September 1977. Joint venture with:
Society of Motor Manufacturers and Traders.
Government Information Stand.
L. Devine ext. 7213. Cut off date passed.

**TEHRAN: 5th International Trade Fair.** 19 September-1 October 1977. The Department of Trade will organise a British Pavilion. W. M. McKinnon ext. 602. Cut off date passed.

**ALGIERS: International Trade Fair.** 21 September-7 October 1977. The Department of Trade will organise a British Pavilion. W. M. McKinnon ext. 602. Cut off date passed.

**NAIROBI: Nairobi Show.** 27 September-1 October 1977. Joint venture with Birmingham Chamber of Commerce. Miss L. M. O'Brien ext. 7092. Cut off date passed.

**BAGHDAD: International Fair.** 1-15 October 1977. The Department of Trade will organise a British Pavilion. P. G. H. Robinson ext. 7314. Cut off date passed.

**BUCHAREST: International Technical Exhibition (Tehnoexpo) and Chemistry Show.** 15-24 October 1977. The Department of Trade will organise a British Pavilion at this event. L. Devine ext. 7213. Cut off date passed.

**SANTIAGO: XV International Fair (FISA '77).** 27 October-13 November 1977. Possible BOTB Information Stand at this event. A. V. Woodward ext. 576.

**LAGOS: 1st Lagos International Trade Fair.** 27 November-11 December 1977. The Department of Trade will organise a British Pavilion at this event. J. Fowler ext. 505. Cut off date passed.

### 1978

**FRANKFURT: International Trade Fair (Spring).** 26 February-2 March 1978. Joint ventures with appropriate trade associations. Miss S. J. Parkes ext. 690. Cut off date 5.9.77.

**HONG KONG: British Industrial Exhibition.** 6-11 March 1978. All British organised by the Department of Trade. R. I. Elliott ext. 360. Cut off date 15.7.77.

**CAIRO: International Fair.** March 1978. The Department of Trade may organise a British Pavilion. P. G. H. Robinson ext. 7314. Cut off date not yet arranged.

**LEIPZIG: International Spring Fair.** March 1978. Joint ventures with appropriate trade associations. L. Devine ext. 7213. Cut off date not yet arranged.

**BUDAPEST: International Spring Fair.** Spring 1978. The Department of Trade may organise a British Pavilion at this event. M. J. Dempsey ext. 7246. Cut off date not yet arranged.

**HANOVER: Hanover Fair.** 19-27 April 1978. Joint ventures with appropriate trade associations and Official Information Office. A. S. Rees ext. 7080. Cut off date 1.9.77.

**SEOUL: British Industrial and Scientific Technology Exhibition.** 5-10 June 1978. Joint ventures with:
Scientific Instrument Manufacturers Association.
British Health-Care Export Group.
Gauge and Toolmakers Association.
R. King ext. 7317. Cut off date 31.8.77.

**POZNAN: International Technical Goods Fair.** June 1978. The Department of Trade may organise a British Pavilion at this event. M. Dempsey ext. 7246. Cut off date not yet arranged.

**LISBON: International Fair (FIL).** June 1978. Joint venture with appropriate trade association. L. M. O'Brien ext. 7092. Cut off date 15.12.77.

**FRANKFURT: International Trade Fair (Autumn).** August 1978. Joint ventures with appropriate trade associations. Miss S. J. Parkes ext. 690. Cut off date not yet arranged.

**HELSINKI: International Trade Fair Consumer Goods.** September 1978. Joint venture with appropriate trade association. T. G. Webb ext. 7207. Cut off date not yet arranged.

**TEHRAN: International Trade Fair.** September 1978. The Department of Trade may organise a British Pavilion. W. M. McKinnon ext. 602. Cut off date not yet arranged.

**LEIPZIG: International Autumn Fair.** September 1978. Joint ventures with appropriate trade associations. L. Devine ext. 7213. Cut off date not yet arranged.

**NAIROBI: Nairobi International Show.** September/October 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

**BAGHDAD: International Fair.** October 1978. The Department of Trade may organise a British Pavilion at this event. P. G. H. Robinson ext. 7314. Cut off date not yet arranged.

### 1979

**FRANKFURT: International Trade Fair (Spring).** February 1979. Joint ventures with appropriate trade associations. Miss S. J. Parkes ext. 690. Cut off date not yet arranged.

**HANOVER: Hanover Fair.** April 1979. Official Information Office and joint ventures with the appropriate trade associations. A. S. Rees ext. 7080. Cut off date not yet arranged.

**LISBON: International Fair (FIL).** June 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

## Agriculture, forestry, fishing and agricultural machinery

### 1977

**NAIROBI: Nairobi Show.** 21 September-1 October 1977. Joint venture with Birmingham Chamber of Commerce. Miss L. M. O'Brien ext. 7092. Cut off date passed.

**SEATTLE: Commercial Fishing Exhibition.** 14-17 October 1977. Joint venture with Westminster Chamber of Commerce. Miss K. M. Thorogood ext. 7094. Cut off date passed.

### 1978

**TORONTO: Canada Farm Show.** 31 January-3 February 1978. Joint venture with Agricultural Engineers Association. Miss F. J. Cooleen ext. 7097. Cut off date August 1977.

**TULARE: California Farm Equipment Show.** 14-16 February 1978. Joint venture with Agricultural Engineers Association. Miss F. J. Cooleen ext. 7097. Cut off date September 1977.

**PARIS: 49th International Agricultural Machinery Exhibition (SIMA).** 5-12 March 1978. Joint venture with Agricultural Engineers Association. Miss H. Goldberg ext. 7205. Cut off date 30.9.77.

**PARIS: International Agricultural Exhibition.** March 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

**VERONA: International Agricultural Fair.** March 1978. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 1.9.77.

**FRANKFURT: International Agricultural Exhibition (DLG).** 28 April-4 May 1978. Joint ventures with:
British Agricultural Export Council.
Agricultural Engineers Association.
Miss H. A. V. Smith ext. 7201. Cut off date 12.8.77.

**ZARAGOZA: International Agricultural Machinery Fair.** April 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

**REGGIO EMILIA: Pig Fair.** April/May 1978. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 1.10.77.

**FOGGIA: Agricultural Fair.** April/May 1978. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 30.9.77.

**PARIS: International Dairy Equipment Exhibition.** 26-30 June 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

**MOSCOW: Selkhoztechnika: Exhibition of Agricultural Machinery, Equipment and Instruments.** 31 August-14 September 1978. Joint venture with appropriate trade association. L. Devine ext. 7213. Cut off date not yet arranged.

**NAIROBI: Nairobi International Show.** September/October 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext 7092. Cut off date not yet arranged.

**BOSTON: Commercial Fishing Exhibition.** October/November 1978. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date 31.5.78.

### 1979

**TORONTO: Canada Farm Show.** February 1979. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date August 1978.

**PARIS: 50th International Agricultural Machinery Exhibition (SIMA).** March 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 29.9.78.

**PARIS: International Agricultural Exhibition.** March 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 30.9.78.

**VERONA: International Agricultural Fair.** March 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 1.9.78.

**ZARAGOZA: International Agricultural Machinery Fair.** April 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7097. Cut off date not yet arranged.

**FOGGIA: Agricultural Fair.** April/May 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 30.9.78.

**REGGIO EMILIA: Pig Fair.** April/May 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 1.10.78.

**HANOVER: International Trade Fair for Machinery and Equipment for the Wood Industry (LIGNA).** May 1979. Joint venture with appropriate trade association. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

**HANOVER: International Exhibition of Poultry and Pig Production.** June 1979. Joint venture with appropriate trade association. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

**BOTB contact**

**01-248 5757**

Name and telephone extension given against each event.

## Aircraft and aeronautical equipment

### 1977

**VIENNA: International Airport Construction and Equipment Exhibition.** 7-10 September 1977. Joint venture with London Chamber of Commerce. P. Crowe ext. 325. Cut off date passed.

### 1978

**TOKYO: British Export Marketing Centre – Aerospace Equipment Exhibition.** 16-20 May 1978. Sponsored by Society of British Aerospace Companies. Contact P. Kidson tel. 01-839 3231. R. I. Elliott ext. 360. Cut off date passed.

### 1979

**PARIS: 33rd International Aeronautics and Space Exhibition.** June 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

## Books and periodicals

### 1977

**FRANKFURT: International Book Fair.** 12-17 October 1977. Joint venture with the Book Development Council. Miss H. A. V. Smith ext. 7201. Cut off date passed

### 1978

**CAIRO: International Book Fair.** January/February 1978. Joint venture with Book Development Council. P. G. H. Robinson ext. 7314. Cut off date not yet arranged.

**BRUSSELS: International Book Fair.** March 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

**BOLOGNA: International Book Fair for Children and Youth.** April 1978. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 1.11.77.

**CHICAGO: Annual Convention and Exhibition of the American Booksellers Association.** June 1978. Joint venture with appropriate trade association. M. J. Low ext 7204. Cut off date not yet arranged.

**USA: Special Libraries Association Congress.** June 1978. Joint venture with Association of Learned and Professional Society Publishers. M. J. Low ext. 7204. Cut off date December 1977.

### 1979

**BRUSSELS: International Book Fair.** March 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

**BOLOGNA: International Book Fair for Children and Youth.** April 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 1.11.78.

## Building, public works and construction equipment

### 1977

**SINGAPORE: International Materials Handling and Construction Machinery Exhibition (IMAC '77).** 5-9 October 1977. Joint venture with Birmingham Engineering and Building Centre Ltd. P. A. Greig ext. 7099. Cut off date passed.

**PARIS: International Building Exhibition (Batimat).** 24 November-4 December 1977. Joint venture with:
Building Materials Export Group.
British Carpet Manufacturers Association.
Miss L. A. Cape ext. 7211. Cut off date passed.

**TOKYO: British Export Marketing Centre – Building Materials Exhibition.** 29 November-3 December 1977. Sponsored by the Building Centre Group. Contact D. Clayton tel. 01-637 1022. R. I. Elliott ext. 360. Cut off date passed.

### 1978

**TORONTO: Construction Show.** 1978. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

**HANOVER: International Builders Supplies Exhibition (Constructa).** 15-22 February 1978. Joint venture with the Building Materials Export Group. Miss H. A. V. Smith ext. 7201. Cut off date passed.

**BRUSSELS: International Building Materials and Accessories Exhibition (Batibouw) and European Heating, Air Conditioning and Ventilating Exhibition (Euroclima).** February 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

**SINGAPORE: International Building Exhibition.** 15-18 March 1978. Joint venture with Building Centre Group. P. A. Greig ext. 7099. Cut off date 3.10.77.

**PARIS: 11th International Public Works and Building Equipment Exhibition (Expomat).** 19-27 May 1978. Joint ventures with:
British Internal Combustion Engine Manufacturers.
Federation of Manufacturers of Construction Equipment and Cranes.
Miss H. Goldberg ext. 7205. Cut off date 1.9.77.

**TEHRAN: International Construction Fair.** 20-26 June 1978. Joint venture with appropriate trade association. W. M. McKinnon ext. 602. Cut off date not yet arranged.

### 1979

**BRUSSELS: International Building Materials and Accessories Exhibition (Batibouw).** February 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

**MADRID: International Building and Construction Exhibition (FICOP).** April/May 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

**PARIS: International Building Exhibition (Batimat).** November 1979. Joint venture with appropriate trade association. Miss L. Cape ext. 7211. Cut off date not yet arranged.

## Chemicals and allied industries, including plastics

### 1977

**COPENHAGEN: International Biochemical Congress.** 14-19 August 1977. Joint venture with British Laboratory Ware Association Ltd. T. G. Webb ext. 7207. Cut off date passed.

**MOSCOW: The 4th International Exhibition (Chemistry Khimiya '77).** 1-15 September 1977. The BOTB will organise a Pavilion. L. Devine ext. 7213. Cut off date passed.

### 1978

**TOKYO: British Export Marketing Centre – Plastic and Rubber Technology Exhibition.** 11-15 April 1978. Sponsored by British Plastics Federation. Contact D. Brown tel. 01-734 2041. R. King ext. 7317. Cut off date passed.

**TOKYO: British Export Marketing Centre – Plastic and Rubber Technology Seminar.** 11-15 April 1978. R. King ext. 7317. Cut off date not yet arranged.

**MUNICH: International Trade Exhibition and Congress for Bio Chemical Analysis (Analytica).** 18-22 April 1978. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 690. Cut off date 30.9.77.

**TORONTO: Plastics Show of Canada.** 5-9 June 1978. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date August 1977.

**PARIS: International Plastics and Rubber Exhibition (Europlastique).** 13-21 June 1978. Joint venture with British Plastics Federation. Miss H. Goldberg ext. 7205. Cut off date passed.

**GOTHENBURG: International Chemical Trade Fair (KEMI '78).** 7-10 November 1978. Joint venture with appropriate trade association. T. G. Webb ext. 7207. Cut off date not yet arranged.

**BARCELONA: International Chemical Exhibition (Expoquimia).** 21-30 November 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

**TOKYO: International Plastics Fair.** November 1978. Joint venture with appropriate trade association. R. King ext. 7317. Cut off date not yet arranged.

### 1979

**HOUSTON: Aiche Petrochemical and Refining Exhibition.** March 1979. Joint venture with appropriate


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PLZEN / SYDNEY / TEHRAN / TOKYO / WARSAW
ZAGREB.

BMT

**ENCIRCLE TI 32 ON PAGE 30 FOR FURTHER INFORMATION**

# 1 OVERSEAS FAIRS AND SYMPOSIA
where BOTB support is planned or under consideration

trade association. Miss F. J. Cooleen ext. 7097. Cut off date not yet arranged.

**CHICAGO: National Plastics Exposition.** 18-23 June 1979. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date June 1978.

## Clothing

### 1977

**COLOGNE: International Men's Fashion Week.** 21-23 August 1977. Joint venture with British Menswear Guild. B. Doyle ext. 7045. Cut off date passed.

**PARIS: Children's Fashionwear Exhibition.** 10-13 September 1977. Joint venture with National Children's Wear Association. Miss L. A. Cape ext. 7211. Cut off date passed.

**PARIS: European Menswear Exhibition (Autumn Session) (SEHM).** 10-13 September 1977. Joint venture with Clothing Export Council. Miss L. A. Cape ext. 7211. Cut off date passed.

**DUSSELDORF: International Fashion Trade Fair (Igedo Dessous).** 11-14 September 1977. Joint venture with Clothing Export Council. Mrs C. Miller ext. 7203. Cut off date passed.

**COPENHAGEN: International Fashion Fair.** 15-18 September 1977. Joint venture with Clothing Export Council. T. G. Webb ext. 7207. Cut off date passed.

**NEW YORK: European Fashion Fair.** 25-28 September 1977. Joint venture with British Knitting Export Council. J. E. Henderson ext. 318. Cut off date passed.

**MUNICH: International Fashion Week.** 2-6 October 1977. Joint venture with Clothing Export Council. A. S. Rees ext. 7080. Cut off date passed.

**COLOGNE: International Fair for the Child.** 7-9 October 1977. Joint venture with Westminster Chamber of Commerce. B. Doyle ext. 7045. Cut off date passed.

**PARIS: International Exhibition of Women's Ready to Wear Clothing (Pret-a-Porter).** 22-26 October 1977. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 27.5.77.

**NEW YORK: National Outerwear and Sportswear Association Supplies Exhibition (NOSA).** 23-26 October 1977. Joint venture with Leather Institute. J. E. Henderson ext. 318. Cut off date passed.

**DUSSELDORF: International Fashion Trade Fair (Igedo).** 23-27 October 1977. Joint venture with Clothing Export Council. Mrs C. Miller ext. 7203. Cut off date passed.

### 1978

**PARIS: Knitting Industries Exhibition.** February 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

**PARIS: European Menswear Exhibition (SEHM)** February 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

**PARIS: Children's Fashionwear Exhibition.** February 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

**NEW YORK: European Fashion Fair.** 5-8 March 1978. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

**COPENHAGEN: 25th Scandinavian Fashion Week.** 16-19 March 1978. Joint venture with appropriate trade association. T. G. Webb ext. 7207. Cut off date not yet arranged.

**PARIS: International Exhibition of Women's Ready to Wear Clothing (Pret-a-Porter).** March 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 9.1.78.

**DUSSELDORF: International Fashion Fair (Igedo).** April 1978. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

**COLOGNE: International Men's Fashion Week.** August 1978. Joint venture with appropriate trade association. B. Doyle ext. 7045. Cut off date not yet arranged.

**DUSSELDORF: International Fashion Trade Fair (Igedo Dessous).** 11-14 September 1978. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

**NEW YORK: European Fashion Fair.** September 1978. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

**PARIS: European Menswear Exhibition (Autumn Session) (SEHM).** September 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7011. Cut off date not yet arranged.

**PARIS: Children's Fashionwear Exhibition.** September 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7011. Cut off date 1.4.78.

**PARIS: International Exhibition of Women's Ready to Wear Clothing (Pret-a-Porter).** October 1978. Joint venture with appropriate trade association. Miss L. Cape ext. 7211. Cut off date not yet arranged.

**ZURICH: International Fashion Fair (Modexpo).** October 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

**COLOGNE: International Fair for the Child.** October 1978. Joint venture with appropriate trade association. B. Doyle ext. 7045. Cut off date 1.4.78.

**DUSSELDORF: International Fashion Trade Fair (gedo).** October 1978. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

### 1979

**PARIS: Children's Fashion Wear Exhibition.** February 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 28.4.78.

**PARIS: Knitting Industries Exhibition.** February 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 1.5.78.

**PARIS. European Menswear Exhibition (SEHM) Spring Session.** February 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

**NEW YORK: European Fashion Fair.** March 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

**ZURICH: International Fashion Show (Modexpo).** April 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

## Display and shop equipment

### 1978

**DUSSELDORF: 5th European Fair Modern Shopfitting and Display with Congress (Euroshop).** 7-11 April 1978. Joint venture with Shop and Display Equipment Association. Mrs C. Miller ext. 7203. Cut off date passed.

## Engineering, electrical and electronic, including radio and television

### 1977

**SAN FRANCISCO: Western Electronic Show and Convention (Wescon).** 19-21 September 1977. Joint venture with Electronic Engineering Association. Miss F. J. Cooleen ext. 7097. Cut off date 22.4.77.

**TOKYO: Japan Audio Show.** 23-29 September 1977. Joint venture with Federation of British Audio. R. King ext. 7317. Cut off date passed.

**WIESBADEN: Military Electronics (Defence Equipment) Exhibition.** 27-29 September 1977. Joint venture with Electronic Engineering Association. A. S. Rees ext. 7080. Cut off date passed.

**ATLANTA: Intelcom 77 (International Telecommunications Exposition).** 10-14 October 1977. Joint venture with Electronic Engineering Association. Miss F. J. Cooleen ext. 7097. Cut off date passed.

**VIENNA: Internepcon/Vienna '77.** 9-12 November 1977. Joint venture with Westminster Chamber of Commerce. P. Crowe ext. 325. Cut off date passed.

**MUNICH: Exhibition and Congress for Electronics Production (Productronica).** 22-26 November 1977. Joint venture with SIRA Institute Ltd. Miss S. J. Parkes ext. 690. Cut off date passed.

### 1978

**USA: National Computer Conference.** 1978. Joint venture with appropriate trade association. M. P. Marshall ext. 7242. Cut off date not yet arranged.

**PARIS: 13th International Lighting Exhibition.** 11-16 January 1978. Joint venture with Decorative Lighting Association. Miss H. Goldberg ext. 7205. Cut off date passed.

**ANAHEIM: National Electronic Packaging and Production Conference and Exhibition.** 28 February-2 March 1978. Joint venture with Westminster Chamber of Commerce. Miss F. J. Cooleen ext. 7097. Cut off date 21.10.77.

**PARIS: Festival Du Son – Audio Exhibition.** March 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date passed.

**LAS VEGAS: National Association of Broadcasters Convention and Exhibition.** 19-21 April 1978. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date 16.12.77.

**CANNES: International Television Programme Market (MIP-TV).** 20-26 April 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 30.1.78.

**STOCKHOLM: International Instruments and Measurements Techniques Trade Fair (IM).** 24-28 April 1978. Joint venture with Sira Institute Ltd. T. G. Webb ext. 7207. Cut off date passed.

**PARIS: Exhibition of Electronic Components.** April 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

**LAS VEGAS: Summer Consumer Electronics Show.** 8-12 May 1978. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date not yet arranged.

**NEW YORK: Institute of Electrical and Electronic Engineering (Electro).** 23-25 May 1978. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date 17.12.77.

**BRUSSELS: Computer Peripheral, Small Computer and Systems Exhibition (Compoc).** May 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092). Cut off date not yet arranged.

**DUSSELDORF: Fourth International Hi-Fi Exhibition.** 18-24 September 1978. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

**LOS ANGELES: Western Electronic Show and Convention (Wescon).** September 1978. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date April 1977.

**USA: Intelcom '78 (International Telecommunications Exposition).** October 1978. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date April 1978.

**COPENHAGEN: Electronik '78.** October 1978. Joint venture with appropriate trade association. T. G. Webb ext. 7207. Cut off date not yet arranged.

**MUNICH: International Trade Fair for Production in the Electronic Industry (Electronica).** November 1978. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 690. Cut off date not yet arranged.

### 1979

**PARIS: 14th International Lighting Exhibition.** January 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 1.6.78.

**DALLAS: National Association of Broadcasters Convention and Exhibition (NAB '79).** 25-28 March 1979. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date December 1978.

**PARIS: Festival Du Son.** Joint venture with appropriate trade association. March 1979. Miss L. A. Cape ext. 7211. Cut off date 1.7.78.

**ANAHEIM: National Electronic Packaging and Production Conference and Exhibition (Nepcon West).** March 1979. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date September 1978.

**BILBAO: International Electronic, Automation and Electrical Industry Technical Exhibition.** March 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

**BOSTON: Institute of Electrical and Electronic Engineering (Electro '79).** March 1979. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date not yet arranged.

**CANNES: International Television Programme Market (MIP-TV).** April 1979. Joint venture with the appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

**PARIS: Exhibition of Electronic Components.** April 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

**MONTREUX: International Television Equipment Exhibition.** June 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

**CHICAGO: Consumer Electronics Show.** June 1979. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date not yet arranged.

**USA: National Computer Conference.** June 1979. Joint venture with appropriate trade association. M. P. Marshall ext. 7242. Cut off date not yet arranged.

## Engineering, other

### 1977

**BRITISH EXPORT MARKETING CENTRE: Environmental Engineering and Technology Exhibition and Seminar.** 6-10 September 1977. Sponsored by the Engineering Industries Association (Miss V. A. How 01-863 9188). R. I. Elliott ext. 360. Cut off date passed.

**MUNICH: International Exhibition of Brewery and Beverage Machinery (Interbrau).** 9-16 September 1977. Joint venture with:
Process Plant Association.
Allied Brewery Traders' Association.
Miss H. A. V. Smith ext. 7201. Cut off date 6.9.76.

**BRNO: International Engineering Fair.** 14-22 September 1977. Joint ventures with:
Birmingham Chamber of Industry.
Scientific Instrument Manufacturers' Association.
Federation of Manufacturers of Construction Equipment and Cranes.
M. J. Dempsey ext. 7246. Cut off date passed.

**HELSINKI: International Technical Fair.** 20-24 September 1977. Joint venture with Birmingham Chamber of Industry and Commerce. T. G. Webb ext. 7207. Cut off date passed.

**HANOVER: International Machine Tool Exhibition (EMO).** 20-29 September 1977. Joint venture with the Machine Tool Trades Association. Miss H. A. V. Smith ext. 7201. Cut off date passed.

**ESSEN: Welding and Cutting Exhibition.** 21-28 September 1977. Joint venture with British Electrical and Allied Manufacturers' Association. A. S. Rees ext. 7080. Cut off date passed.

**TOKYO: British Export Marketing Centre – Engineers' Small Tools and Hand Tools Exhibition.** 27 September-1 October 1977. Sponsored by the Federation of British Hand Tool Manufacturers. W. R. Eccles 0742 663084.) R. King ext. 7317. Cut off date passed.

**SINGAPORE: International Materials Handling and Construction Machinery Exhibition (IMAC '77).** 5-9 October 1977. Joint venture with Birmingham Engineering and Building Centre Ltd. P. A. Greig ext. 7099. Cut off date passed.

**STOCKHOLM: International Technical Fair.** 6-12 October 1977. Joint venture with Engineering Industries Association. T. G. Webb ext. 7207. Cut off date passed.

**CHICAGO: Triple Engineering Show.** 25-27 October 1977. Joint ventures with:
Association of Hydraulic Equipment Manufacturers.
British Compressed Air Society.
Miss M. Thorogood ext. 7094. Cut off date passed.

**SINGAPORE: South-East Asian Production Machinery and Industrial Development Show (Machine Asia).** 7-11 November 1977. Department of trade will organise a British Pavilion. P. A. Greig ext. 7099. Cut off date passed.

**ZURICH: International Trade Fair for High Precision Techniques, Dimensional Measurement and Control (Microtecnic).** 14-19 November 1977. Joint venture with the Gauge and Tool Makers' Association. Miss L. M. O'Brien ext. 7092. Cut off date passed.

### 1978

**USA: Design Engineering Show and Conference.** 1978. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

**JOHANNESBURG: Machine Tools '78.** 13-18 February 1978. Joint ventures with:
Machine Tool Trades Association.
Engineering Industries Association.
S. J. Seaman ext. 571. Cut off date passed.

**LOS ANGELES: Western Metal and Tool Exposition (Westec).** March 1978. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

**USA: Plant Engineering and Maintenance Show.** 17-20 April 1978. Joint venture with Machine Tool Trades Association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

**CHICAGO: International Machine Tool Show.** 17-20 April 1978. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date 9.9.77.

**BRUSSELS: International Industrial Equipment Exhibition.** 28 May-1 June 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

**MONTREAL: Canadian Plant Engineering and Industrial Equipment Show.** 30 May-2 June 1978. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date mid-October 1977.

**AMSTERDAM: International Exhibition for Traffic Engineering (Intertraffic).** May 1978. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date not yet arranged.

**SEOUL: British Industrial and Scientific Technology Exhibition.** 5-10 June 1978. Joint ventures with:
Scientific Instrument Manufacturers Association.
British Health-Care Export Group.
Gauge and Toolmakers Association.
R. King ext. 7317. Cut off date 31.8.77.

**BASLE: International Wire Exhibition.** 20-24 June 1978. Joint venture with International Wire and Machinery Association. Miss L. M. O'Brien ext. 7092. Cut off date passed.

**MILAN: International Exhibition of Hydraulic, Pneumatic and Lubricating Apparatus (FLUID).** June 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 325. Cut off date 31.10.77.

**BASLE: International Exhibition of Laboratory, Chemical Engineering, Measurement and Automation Techniques in Chemistry (ILMAC).** 27 September-1 October 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date 15.11.77.

## How the British Overseas Trade Board can help you promote your goods overseas

**Under the direction of the British Overseas Trade Board's Export Services and Promotions Division, the Department of Trade supports British firms at trade promotions overseas through its Fairs and Promotions Branch.**

In 1976, the British Overseas Trade Board supported some 7,300 firms exhibiting at 352 trade fairs in 50 countries, and 27 store promotions. In 1976, 236 outward missions were supported and some 2,900 firms were helped in that way.

### Joint ventures

Under its joint venture scheme the BOTB provides space and a shell stand for each firm taking part in a group display sponsored by a trade association or other non profit-making body at an overseas trade fair. In addition, for joint ventures held outside western Europe, the BOTB pays half the return tourist air fares of two representatives from each firm manning their stand for the duration of the event and half the freight charges for returning unsold goods exhibited at the event. Firms taking part in a joint venture display will be charged £6 per sq m of space and shell stand occupied.

### British pavilions

At some overseas trade fairs, usually those where participation is organised on a national basis, the BOTB organises British pavilions. Space and shell stands are provided to participating firms at attractive rates. Firms taking space in a British pavilion, provided the event is held outside western Europe, are also eligible for assistance similar to that given under the joint venture scheme towards the costs of representatives' travel and of returning unsold exhibits.

### Symposia

In certain circumstances British firms taking part in symposia organised in association with a trade association may be given support.

### Information stands

At the more important trade fairs, especially in western Europe, the BOTB provides an official information stand staffed by diplomatic service commercial officers. Apart from dealing with commercial inquiries, these Information Stands serve as a focal point for British firms exhibiting at the event either directly or through local agents.

### British Export Marketing Centre, Tokyo

**(see also page 15)**

Up to 10 official export promotions and trade exhibitions will be held each year in the British Export Marketing Centre in Tokyo. These will be arranged in conjunction with a trade association. In addition the centre is available to British companies or their agents in Japan for mounting individual product exhibitions or promotions.

### Store promotions

Promotions of British goods involving a substantial volume of new buying are put on by overseas department stores. The BOTB assists the store by providing an agreed contribution towards the store's promotional expenses.

### Outward missions

Trade missions to overseas markets are sponsored by a trade association, chamber of commerce or similar non profit-making body. Their purpose is to assess the prospects for British exports in selected markets or to sell or to promote the sale of British products. For approved outward missions the BOTB contributes towards the costs of each participant according to a fixed scale.

### Inward missions

The BOTB through the Special Export Services Branch offers financial assistance to trade associations and other non profit-making bodies sponsoring visits to Britain by groups of overseas businessmen wishing to purchase British products or assess the latest developments in British industry.

# 1 OVERSEAS FAIRS AND SYMPOSIA

where BOTB support is planned or under consideration

**PHILADELPHIA: Hydraulics and Pneumatics.** 7-9 November 1978. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date May 1978.

**UTRECHT: International Mechanical Handling Exhibition (INVIA).** November 1978. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date not yet arranged.

**ZURICH: International Hydraulics and Pneumatic Exhibition.** November 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

**PARIS: 17th International Mechanical Handling Exhibition (Manutention).** December 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 1.3.78.

## 1979

**USA: Gas Turbine Conference and Products Show.** March 1979. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date not yet arranged.

**LOS ANGELES: Western Metal and Tool Exposition (Westec).** March 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

**USA: Plant Engineering and Maintenance Show (Pemec).** May 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

**HANOVER: International Trade Fair for Machinery and Equipment for the Wood Industry (Ligna).** May 1979. Joint venture with appropriate trade association. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

**TORONTO: National Industrial Production Show.** May 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

**USA: Design Engineering Show.** May 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

**DUSSELDORF: International Foundry Trade Fair (GIFA).** 9-15 June 1979. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

**FRANKFURT: Chemical Engineering, Exhibition and Congress (Achema).** 17-23 June 1979. Joint ventures with:
Process Plant Association.
Scientific Instrument Manufacturers Association.
British Laboratory Ware Association.
Miss H. A. V. Smith ext. 7201. Cut off date 29.7.77.

**PARIS: 7th International Hydraulics and Compressed Air Exhibition (Mecanelem).** June 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

**DUSSELDORF: 3rd International Trade Exhibition for Industrial Furnaces and Thermic Production Presses (Thermprocess '79).** June 1979. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

# Foodstuffs, food machinery, hotel and catering equipment

## 1977

**JOHANNESBURG: International South African Packaging and Food Processing Exhibition (Pakprocess).** 29 August-2 September 1977. Joint venture with the Institute of Packaging. S. J. Seaman ext. 325. Cut off date 31.1.77.

**MUNICH: International Exhibition of Brewery and Beverage Machinery (Interbrau).** 9-16 September 1977. Joint venture with:
Process Plant Association.
Allied Brewery Traders' Association.
Miss H. A. V. Smith ext. 7201. Cut off date passed.

**COLOGNE: International Fine Foods and Provisions Exhibition (Anuga).** 10-15 September 1977. Joint venture with British Food Export Council. B. Doyle ext. 7045. Cut off date passed.

**MALMO: 8th International Hotel and Restaurant Show (Resta VIII).** 11-14 October 1977. Joint venture with London Chamber of Commerce and Industry T. G. Webb ext. 7207. Cut off date passed.

**DUBLIN: International Food and Drink Exhibition.** 16-20 October 1977. Joint venture with British Food Export Council. Miss L. M. O'Brien ext. 7092. Cut off date passed.

**PARIS: International Hotel and Catering Equipment (Equiphotel).** 16-24 October 1977. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date passed.

**BASLE: International Hotel and Catering Exhibition (Igeho).** 17-23 November 1977. Joint venture with London Chamber of Commerce. Miss L. M. O'Brien ext. 7092. Cut off date passed.

## 1978

**AMSTERDAM: International Hotel, Cafe and Restaurant Exhibition (Horecava).** 9-12 January 1978. Joint venture with London Chamber of Commerce and Industry. P. Crowe ext. 325. Cut off date 18.8.77.

**UTRECHT: International Food Fair (ROKA).** February 1978. Joint venture with British Food Export Council. P. Crowe ext. 325. Cut off date not yet arranged.

**BRNO: International Food Salon (Salima '78).** February 1978. Joint venture with London Chamber of Commerce. M. Dempsey ext. 7246. Cut off date 1.8.77.

**COLOGNE: International Sweets and Biscuits Fair (ISM).** February 1978. Joint venture with appropriate trade association. B. Doyle ext. 7045. Cut off date 1.9.77.

**MOSCOW: Equipment and Machinery for Food Industry, Trade and Public Catering Establishments.** March/April 1978. Joint venture with appropriate trade association. L. Devine ext. 7213. Cut off date not yet arranged.

**CHICAGO: National Restaurant/Hotel/Motel Convention and Exhibition.** May 1978. Joint venture with appropriate trade association. Miss H. Thorogood ext. 7094. Cut off date September 1977.

**BOLOGONA: International Foodstuffs Exhibition (SIA).** May/June 1978. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 14.12.77.

**NEW YORK: National Fancy Food and Confection Show.** June 1978. Joint venture with appropriate trade association. M. J. Low ext. 7204. Cut off date not yet arranged.

**MOSCOW: Equipment and Machinery for Food Industry, Trade and Public Catering Establishments.** 14-17 July 1978. Joint venture with appropriate trade association. L. Devine ext. 7312. Cut off date not yet arranged.

**PARIS: International Hotel and Catering Equipment (Equiphotel).** October 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

**PARIS: International Food Exhibition (SIAL).** November 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

**DUSSELDORF: International Hotel and Restaurant Trade Fair (GAST '78).** November 1978. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

**BARCELONA: Hotel Management Equipment and Gastronomy Exhibition (Hogarotel).** November/December 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

## 1979

**COLOGNE: International Sweets and Biscuits Fair (ISM).** February 1979. Joint venture with appropriate trade association. B. Doyle ext. 7045. Cut off date 1.9.78.

**BOLOGNA: International Foodstuffs Exhibition (SIA).** May/June 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 14.12.78.

# Footwear

## 1977

**MILAN: International Footwear and Leather Show (Micam).** 10-14 September 1977. Joint venture with British Footwear Manufacturers Federation. P. Crowe ext. 325. Cut off date passed.

**DUSSELDORF: European Footwear Samples Display (GDS).** 24-26 September 1977. Joint venture with British Footwear Manufacturers Federation. B. Doyle ext. 7045. Cut off date passed.

**ATLANTIC CITY: Footwear Manufacturing Conference.** 29 October-1 November 1977. Joint venture with Shoe and Allied Trades Research Association. Miss M. Thorogood ext. 7094. Cut off date passed.

## 1978

**NEW YORK: National Shoe Fair.** February 1978. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

**DUSSELDORF: European Samples Display (GDS).** March 1978. Joint venture with appropriate trade association. B. Doyle ext. 7045. Cut off date not yet arranged.

**DUSSELDORF: European Footwear Samples Display (GDS).** September 1978. Joint venture with appropriate trade association. B. Doyle ext. 7045. Cut off date not yet arranged.

**MILAN: International Footwear and Leather Show (Micam).** September 1978. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 31.3.78.

**ST LOUIS: Footwear Manufacturing Conference.** October 1978. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date February 1978.

## 1979

**NEW YORK: National Shoe Fair.** February 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

**PIRMASENS: International Fair for Footwear Manufacture (IMS).** May 1979. Joint venture with appropriate trade association. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

# Furniture, furnishings, household equipment and hardware

## 1977

**CHICAGO: National Hardware Show.** 22-25 August 1977. Joint venture with Gardenex. M. J. Low ext. 7204. Cut off date passed.

**UTRECHT: International Furniture Exhibition.** 7-13 September 1977. Joint venture with British Furniture Manufacturers Federated Association. P. Crowe ext. 325. Cut off date passed.

**LYONS: International Furniture Exhibition (Meuropam).** 1-4 October 1977. Joint venture with British Furniture Manufacturers Federated Association. Miss H. Goldberg ext. 7205. Cut off date passed.

**HIGH POINT – NORTH CAROLINA: High Point Southern Furniture Exhibition.** 20-28 October 1977. Joint venture with British Furniture Manufacturers Federated Association. J. E. Henderson ext. 318. Cut off date passed.

**TORONTO: National Interior Design Show.** 8-10 November 1977. Joint venture with:
British Carpet Manufacturers Association.
Contract Furnishing Association.
M. J. Low ext. 7204. Cut off date passed.

**BRUSSELS: International Furniture Show.** 10-14 November 1977. Joint venture with British Furniture Manufacturers Federated Association. Miss L. M. O'Brien ext. 7092. Cut off date passed.

**BASLE: International Hotel and Catering Exhibition (Igeho).** 17-23 November 1977. Joint venture with London Chamber of Commerce. Miss L. M. O'Brien ext. 7092. Cut off date passed.

## 1978

**CHICAGO: National Floorcovering Mart.** 8-13 January 1978. Joint venture with British Carpets Export Promotion Council. J. E. Henderson ext. 318. Cut off date 2.9.77.

**FRANKFURT: International Trade Fair for Home Furnishing Textiles (Heimtex).** 11-15 January 1978. Joint ventures with:
National Wool Textile Export Corporation. Passed.
British Carpet Manufacturers Association. Not yet arranged.
Irish Linen Guild. Passed.
Miss H. A. V. Smith ext. 7201.

**COLOGNE: International Furniture Fair.** 17-22 January 1978. Joint venture with:
British Furniture Manufacturers Federated Association.
Kitchen Furniture Manufacturers Association.
B. Doyle ext. 7045. Cut off date passed.

**DALLAS: Annual Convention of the National Association of Home Builders.** 22-25 January 1978. Joint venture with Building Centre Group. M. J. Low ext. 7204. Cut off date 15.8.77.

**DALLAS: National Home Centre/Home Improvement Congress.** 5-8 February 1978. Joint venture with Building Centre Group. M. J. Low ext. 7204. Cut off date 12.8.77.

**COLOGNE: International Hardware Fair.** 19-21 February 1978. Joint venture with:
Federation of British Handtool Manufacturers.
Hardwate Manufacturers Association.
Mrs C. Miller ext. 7203. Cut off date passed.

**COLOGNE: International Trade Fair for Large Household Apparatus and Electrical Appliances (Domotechnica).** February 1978. Joint ventures with:
Association of Manufacturers of Domestic Equipment Appliances. Cut off date 9.9.77.
Birmingham Engineering and Building Centre. Cut off date passed.
B. Doyle ext. 7045.

**TORONTO: Canadian Hardware Show.** February 1978. Joint venture with appropriate trade association. M. J. Low ext. 7204. Cut off date not yet arranged.

**COLOGNE: International Houseware Fair.** February 1978. Joint venture with Hardware Manufacturers Association. Mrs C. Miller ext. 7203. Cut off date 1.8.77.

**TOKYO: British Export Marketing Centre – Carpet Exhibition.** 14-18 March 1978. Sponsored by British Carpets Export Association. Contact G. H. Davidson tel. 01-830 2145. R. I. Elliott ext. 360. Cut off date 20.5.77.

**HIGH POINT – NORTH CAROLINA: Southern Furniture Exhibition.** 13-21 April 1978. Joint venture with British Furniture Manufacturers Federated Association. J. E. Henderson ext. 318. Cut off date passed.

**MILAN: Carpets and Furnishing Textile Fair (STAR).** May 1978. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 30.11.77.

**PARIS: 12th International Carpet and Floor Covering Exhibition.** 15-19 June 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 30.9.77.

**CHICAGO: National Exposition of Contract Interior Furnishings (Neocon).** June 1978. Joint venture with British Carpets Export Promotion Council. J. E. Henderson ext. 318. Cut off date passed.

**CHICAGO: National Hardware Show.** August 1978. Joint venture with appropriate trade association. M. J. Low ext. 7204. Cut off date not yet arranged.

**MILAN: International Furniture Fair.** September 1978. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 2.1.78.

**BRUSSELS: International Biennial of Interior Design (Interieur '78).** 21-29 October 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

**VALENCIA: International Furniture Fair.** October 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

**LYONS: International Furniture Exhibition (Meuropam).** October 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 21.1.78.

**PARIS: 7th International Hardware Trade Show (Quojem).** October 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 1.3.78.

**HIGH POINT – NORTH CAROLINA: High Point Southern Furniture Exhibition.** October 1978. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

**TORONTO: International Interior Design Show.** November 1978. Joint venture with appropriate trade association. M. J. Low ext. 7204. Cut off date not yet arranged.

**BRUSSELS: International Furniture Show.** November 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

## 1979

**FRANKFURT: International Trade Fair for Home Furnishing Textiles (Heimtex).** January 1979. Joint venture with appropriate trade associations. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

**PARIS: 10th International Furniture Exhibition.** January 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 30.3.78.

**CHICAGO: National Floor coverings Mart.** January 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

**COLOGNE: International Trade Fair for Large Household Apparatus and Electrical Appliances (Domotechnica).** February 1979. Joint venture with appropriate trade association. B. Doyle ext. 7045. Cut off date 1.9.78.

**DUBLIN: Irish Hardware and Housewares Trade Fair.** March 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7097. Cut off date not yet arranged.

**MILAN: Carpets and Furnishing Textile Fair.** May 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 30.11.78.

**PARIS: International Carpet and Floor Exhibition.** June 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

**LYONS: International Furniture Exhibition (Meuropam).** October 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

# Gas and oil extraction and distribution including offshore activities

## 1977

**DUSSELDORF: Liquefied Natural Gas (LNGS).** 28 August-1 September 1977. Joint venture with CBMPE. B. Doyle ext. 7045. Cut off date passed.

## 1978

**SINGAPORE: Offshore Oil Exhibition and Technical Conference.** 21-24 February 1978. Joint venture with CBMPE. P. A. Greig ext. 7099. Cut off date passed.

**HOUSTON: 10th Annual Offshore Technology Conference.** 8-11 May 1978. Joint venture with Association of British Oceanic Industries. Miss F. J. Cooleen ext. 7097. Cut off date 14.10.77.

**AMSTERDAM: European Exhibition for Petroleum Technology (Petrotech).** 23-26 May 1978. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 26.8.77.

**CALGARY: National Petroleum Show.** 13-15 June 1978. Joint venture with CBMPE. Miss F. J. Cooleen ext. 7097. Cut off date 11.11.77.

**BAKU: Exhibition covering Automation Facilities and Telemechanisation in the Oil and Gas Industries.** 19-28 September 1978. Joint venture with appropriate trade association. L. Devine ext. 7213. Cut off date not yet arranged.

**STAVANGER: (Offshore North Sea) Oil and Gas Exploitation Exhibition.** September 1978. Joint venture with Association of British Oceanic Industries. T. G. Webb ext. 7207. Cut off date 12.10.77.

**MONTE CARLO: International LNG and LPG Exhibition (Gastech).** 7-11 November 1978. Joint venture with appropriate trade association. R. E. Newton ext. 7205. Cut off date not yet arranged.

## 1979

**HOUSTON: 11th Annual Offshore Technology Conference.** May 1979. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date not yet arranged.

**TULSA: International Petroleum Exposition.** May 1979. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date not yet arranged.

# Heating and ventilating

## 1978

**HELSINKI: International Building, Heating, Plumbing and Air Conditioning Exhibition.** April 1978. Joint venture with appropriate trade association. T. G. Webb ext. 7207. Cut off date not yet arranged.

## 1979

**PHILADELPHIA: International Air Conditioning, Heating, Refrigerating Exposition.** February 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date April 1978.

**FRANKFURT: 10th International Sanitation, Heating and Air Conditioning Exhibition (ISH).** March 1979. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 690. Cut off date not yet arranged.

# Horticulture and horticultural equipment

## 1977

**COLOGNE: International Garden Trade Fair.** 25-27 September 1977. Joint venture with Gardenex. B. Doyle ext. 7045. Cut off date passed.

## 1978

**COLOGNE: International Garden Trade Fair.** September 1978. Joint venture with appropriate trade association. B. Doyle ext. 7045. Cut off date not yet arranged.


**Technical, Chemical, Electronics, Engineering, Medical, Legal and Commercial Translations**

- FRENCH
- GERMAN
- SPANISH
- ITALIAN
- PORTUGUESE
- JAPANESE
- GREEK
- ARABIC
- RUSSIAN
- DUTCH
- SWEDISH
- FINNISH

etc., etc.

*ALL LANGUAGES TRANSLATED*

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TECHNICAL SPECIFICATIONS
INSTRUCTION MANUALS
LEGAL DOCUMENTS
CORRESPONDENCE · PATENTS, ETC.

ENCIRCLE TI 25 ON PAGE 30 FOR FURTHER INFORMATION

# 1 OVERSEAS FAIRS AND SYMPOSIA

where BOTB support is planned or under consideration

**PARIS: 7th International Hardware Trade Show (Quojem).** October 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 1.3.78.

## Hospital, medical, surgical and dental equipment

### 1977

**AMSTERDAM: 9th International Congress of Encephalography and Clinical Neuro-Physiology.** 4-9 September 1977. Joint venture with British Health-Care Export Council. P. Crowe ext. 325. Cut off date passed.

**AMSTERDAM: 11th World Congress of Neurology.** 11-16 September 1977. Joint venture with British Health-Care Export Council. P. Crowe ext. 325. Cut off date passed.

**PARIS: 2nd World Congress on Intensive Care.** 19-23 September 1977. Joint venture with British Health-Care Export Council. 19-23 September 1977. Miss L. A. Cape ext. 7211. Cut off date 30.9.77.

**AMSTERDAM: Laboratory, Medical and Scientific Instruments Exhibition (Het Instrument).** 21-29 September 1977. Joint venture with the British Laboratory Ware Association. P. Crowe ext. 325. Cut off date passed.

**NEW ORLEANS: American Society of Anaesthesiologists.** 15-19 October 1977. Joint venture with British Health-Care Export Council. Miss K. M. Thorogood ext. 7094. Cut off date passed.

**MADRID: Medical, Instrumentation and Technical Exhibition (Expomedica-Instrumentalia).** 19-26 October 1977. Joint venture with British Health-Care Export Council Miss L. M. O'Brien ext. 7092. Cut off date passed.

**NEW ORLEANS: American Association for Respiratory Therapy Exhibition.** 12-15 November 1977. Joint venture with British Health-Care Export Council. Miss M. Thorogood ext. 7094. Cut off date passed.

**DUSSELDORF: International Exhibition and Congress on Diagnostics (Medica).** 16-19 November 1977. Joint venture with British Health-Care Export Council. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

**DUBAI: Middle East Health Exhibition (Intermedex '77).** 26-30 November 1977. British Group with British Health-Care Export Council. P. G. H. Robinson ext. 7314. Cut off date passed.

### 1978

**PARIS: Public Hospitals Exhibition.** 12-18 January 1978. Joint venture with British Health-Care Export Council. Miss L. A. Cape ext. 7211. Cut off date passed.

**NEW ORLEANS: 25th Congress of the Association of Operating Nurses.** 12-17 March 1978. Joint venture with British Health-Care Export Council. Miss K. M. Thorogood ext 7094. Cut off date 29.7.77.

**MALMO: International Medical Care Exhibition.** 4-7 April 1978. Joint venture with appropriate trade association. T. G. Webb ext. 7207. Cut off date not yet arranged.

**KYOTO: 23rd International Congress of Opthalmology.** 13-18 May 1978. Joint venture with the Guild of British Dispensing Opticians. R. King ext. 7317. Cut off date passed.

**SEOUL: British Industrial and Scientific Technology Exhibition.** 5-10 June 1978. Joint ventures with:
Scientific Instrument Manufacturers Association.
British Health-Care Export Group.
Gauge and Toolmakers Association.
R. King ext. 7317. Cut off date 31.8.77.

**CHICAGO: American Society of Anaesthesiologists.** 21-25 October 1978. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date April 1978.

**USA: American Association for Respiratory Therapy Exhibition.** October/November 1978. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

**TEHRAN: International Medical Fair.** 12-18 November 1978. Joint venture with appropriate trade association. W. M. McKinnon ext. 602. Cut off date not yet arranged.

**MIAMI: Annual Scientific Session of the American Heart Association.** November 1978. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date June 1978.

**DUSSELDORF: International Exhibition and Congress on Diagnostics (Medica).** November 1978. Joint venture with appropriate trade association. B. Doyle ext. 7045. Cut off date not yet arranged.

### 1979

**USA: 26th Congress of the Association of Operating Room Nurses.** March 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date July 1978.

**OSLO: Nor-Medex '79.** 24-29 April 1979. Joint venture with appropriate trade association. T. G. Webb ext. 7207. Cut off date not yet arranged.

**ZAGREB: Medicine and Medical Aids Exhibition.** May 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 16.10.78.

**UTRECHT: International Hospital Equipment Exhibition (Medica '79).** May 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date not yet arranged.

## Jewellery and giftware

### 1977

**NEW YORK: Gift Show.** 14-19 August 1977. Joint venture with Westminster Chamber of Commerce. M. J. Low ext. 7204. Cut off date passed.

**LOS ANGELES: Pacific Jewellery Show.** 20-22 August 1977. Joint venture with British Jewellery and Giftware Federation. M. J. Low ext. 7204. Cut off date passed.

**PARIS: 64th Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca).** 8-13 September 1977. Joint venture with British Jewellery and Giftware Federation. Miss H. Goldberg ext. 7205. Cut off date passed.

### 1978

**NEW YORK: International Jewellery Trade Fair.** February 1978. Joint venture with appropriate trade association. M. J. Low ext. 7204. Cut off date not yet arranged.

**PARIS: The Business Gifts Fair.** April 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

**BASLE: Swiss Industries Fair (6th European Watch, Clock and Jewellery Fair).** April 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

**NEW YORK: International Jewellery Trade Show.** July 1978. Joint venture with appropriate trade association. M. J. Low ext. 7204. Cut off date not yet arranged.

**NEW YORK: Gift Show.** August 1978. Joint venture with appropriate trade association. M. J. Low ext. 7204. Cut off date not yet arranged.

**LOS ANGELES: Pacific Jewellery Show.** August 1978. Joint venture with appropriate trade association. M. J. Low ext. 7204. Cut off date not yet arranged.

**PARIS: 66th Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca).** September 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 30.1.78.

### 1979

**BASLE: Swiss Industries Fair (7th European Watch, Clock and Jewellery Fair).** April 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

**PARIS: The Business Gifts Fair.** April 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

**PARIS: 67th Jewellery, Silverware, Clocks, Watches and Gifts Exhibitions (Bijorhca).** September 1979. Joint venture with appropriate trade association. R. E. Newton ext. 7205. Cut off date not yet arranged.

## Leather, leather goods and fur

### 1977

**OFFENBACH: International Leathergoods Fair.** 27-31 August 1977. Joint venture with The British Leathergoods Manufacturers Association. A. S. Rees ext. 7080. Cut off date passed.

**PARIS: International Leather Week.** 8-12 September 1977. Joint ventures with:
British Leather Federation.
Skin, Hide and Leather Traders Association (Shalta).
Miss H. Goldberg ext. 7205. Cut off date passed.

**MILAN: International Footwear and Leather Show (Micam).** 10-14 September 1977. Joint venture with British Footwear Manufacturers Federation. P. Crowe ext. 325. Cut off date passed.

### 1978

**PARIS: International Leather Week.** 9-12 September 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 6.3.78.

**MILAN: International Footwear and Leather Show (Micam).** September 1978. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 31.3.78.

### 1979

**PIRMASENS: International Fair for Footwear Manufacture (IMS).** May 1979. Joint venture with appropriate trade association. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

## Motor vehicles, motor cycles and cycles

### 1977

**FRANKFURT: International Motor Show.** 15-25 September 1977. Joint venture with Society of Motor Manufacturers and Traders. Miss S. J. Parkes ext. 690. Cut off date passed.

**FRANCE: Automobile Fittings and Maintenance Industries Exhibition (Equip-Auto).** 7-16 October 1977. Joint venture with Society of Motor Manufacturers and Traders. Miss L. A. Cape ext. 7211. Cut off date passed.

**TOKYO: Motor Show.** 28 October-7 November 1977. Joint venture with Society of Motor Manufacturers and Traders. R. I. Elliott ext. 360. Cut off date passed.

**CHICAGO: Automotive Parts and Accessories Association (APAA) Show.** 15-17 November 1977. Joint venture with the Society of Motor Manufacturers and Traders Ltd. Miss F. J. Cooleen ext. 7097. Cut off date passed.

**MILAN: International Cycle and Motor Cycle Exhibition.** 19-27 November 1977. Joint venture with CMCA Service Co Ltd. P. Crowe ext. 325. Cut off date passed.

### 1978

**MONTREAL: International Motor Show.** January 1978. Joint venture with appropriate trade association. M. P. Marshall ext. 7242. Cut off date 15.12.77.

**CINCINNATI: Motor Cycle and Accessory Trade Show.** 10-12 February 1978. Joint venture with CMCA Service Co Ltd. M. P. Marshall ext. 7242. Cut off date passed.

**DETROIT: Society of Automotive Engineers' Exposition and Congress (SAE).** 27 February-2 March 1978. Joint venture with Society of Motor Manufacturers and Traders Ltd. Miss F. J. Cooleen ext. 7097. Cut off date July 1977.

**NEW YORK: International Cycle Show.** February 1978. Joint venture with appropriate trade association. M. P. Marshall ext. 7242. Cut off date not yet arranged.

**CHICAGO: Automobile Show.** February 1978. Joint venture with appropriate trade association. M. P. Marshall. Cut off date 1.1.78.

**MALMO: Motor Show.** March 1978. Joint venture with Society of Motor Manufacturers and Traders. T. G. Webb ext. 7207. Cut off date not yet arranged.

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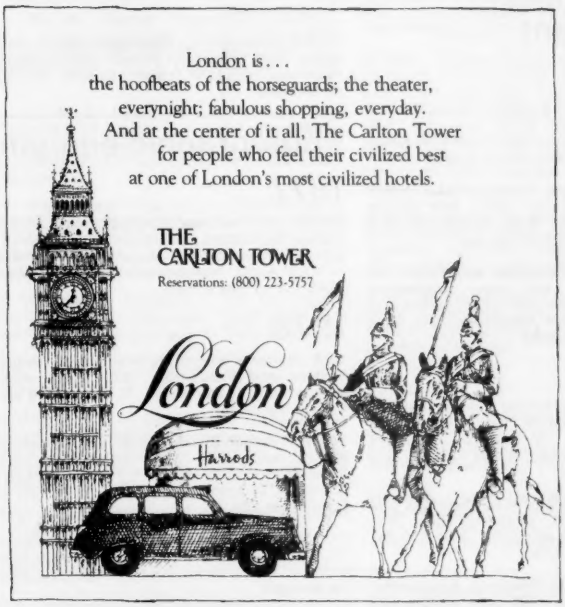
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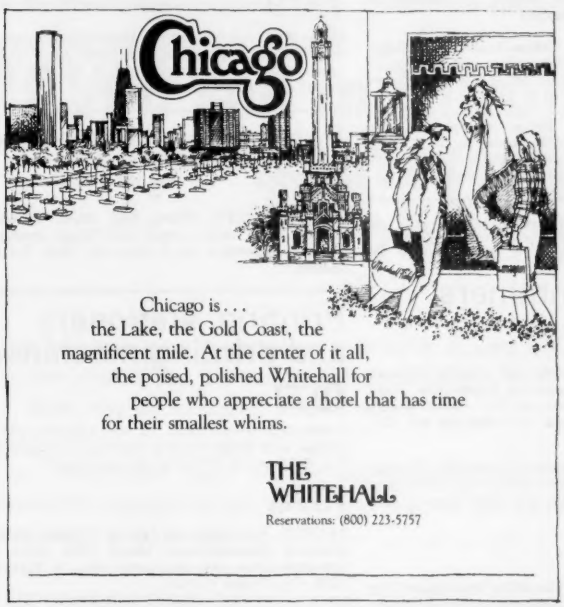
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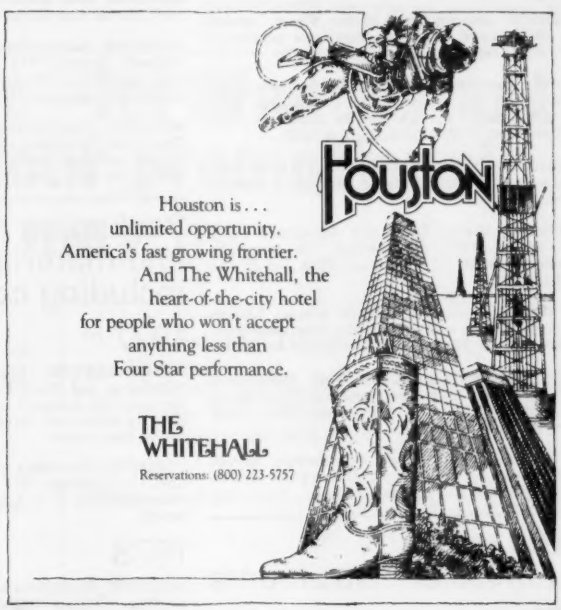


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# 1 OVERSEAS FAIRS AND SYMPOSIA
where BOTB support is planned or under consideration

**COPENHAGEN: Auto-Teknik Trade Fair.** 18-21 May 1978. Joint venture with appropriate trade association. T. G. Webb ext. 7207. Cut off date not yet arranged.

**GENEVA: International Exhibition for the Vehicle Industry (SITEV).** 23-26 May 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

**LOS ANGELES: Imported Automobile Show.** May 1978. Joint venture with appropriate trade association. M. P. Marshall ext. 7242. Cut off date 1.4.78.

**FRANKFURT: International Exhibition of Automobile Workshop Gauge Equipment (Automechanika).** 23-27 September 1978. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 690. Cut off date not yet arranged.

**COLOGNE: International Bicycle and Motor Cycle Exhibition (IFMA).** September 1978. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

**PHILADELPHIA: International Electric Vehicle Exposition.** 3-5 October 1978. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date April 1978.

**CHICAGO: Automotive Parts and Accessories Association Show (APAA).** 17-19 October 1978. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date 1.5.78.

**PARIS: International Motor Exhibition.** October 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

**TURIN: International Motor Show (Accessories).** November 1978. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 28.2.78.

## 1979

**MONTREAL: International Motor Show.** January 1979. Joint venture with appropriate trade association. M. P. Marshall ext. 7242. Cut off date 15.12.78.

**DETROIT: Society of Automotive Engineers Exposition and Congress (SAE).** February 1979. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date July 1978.

**CHICAGO: Automobile Show.** February 1979. Joint venture with appropriate trade association. M. P. Marshall ext. 7242. Cut off date 1.1.79.

**CINCINNATI: Motor Cycle and Accessory Trade Show.** February 1979. Joint venture with appropriate trade association. M. P. Marshall ext. 7242. Cut off date not yet arranged.

**NEW YORK: International Cycle Show.** February 1979. Joint venture with appropriate trade association. M. P. Marshall ext. 7242. Cut off date not yet arranged.

**ZURICH: International Cycle and Motorcycle Exhibition.** March 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

**LOS ANGELES: Imported Automobile Show.** May 1979. Joint venture with appropriate trade association. M. P. Marshall. Cut off date 1.4.79.

# Music and musical instruments

## 1977

**MIAMI: International Musexpo.** October 1977. Joint ventures with:
Music Publishers Association.
British Phonographic Industry.
M. J. Low ext. 7204. Cut off date passed.

## 1978

**CANNES: 12th International Record and Music Publishing Market (MIDEM).** January 1978. Joint ventures with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 3.10.77.

**CHICAGO: National Association of Music Merchants Show.** June 1978. Joint venture with appropriate trade association. M. P. Marshall. Cut off date not yet arranged.

## 1979

**CANNES: 13th International Record and Music Publishing Market (MIDEM).** January 1979. Joint ventures with appropriate trade associations. Miss H. Goldberg ext. 7205. Cut off date 25.9.78.

**CHICAGO: National Association of Music Merchants Show.** June 1979. Joint venture with appropriate trade association. M. P. Marshall. Cut off date not yet arranged.

# Office machinery and equipment

## 1977

**PARIS: 28th International Business Machines and Office Equipment (SICOB).** 21-30 September 1977. Joint venture with Business Equipment Trade Association. Miss H. Goldberg ext. 7205. Cut off date passed.

**CHICAGO: National Office Products Association Show.** 30 September-2 October 1977. Joint venture with the Business Equipment Trade Association. Miss F. J. Cooleen ext. 7097. Cut off date passed.

**MUNICH: International Congress and Exhibition for Computer Systems and their application (Systems '77).** 17-21 October 1977. Joint venture with the Business Equipment Trade Association. Miss S. J. Parkes ext. 690. Cut off date passed.

## 1978

**JAPAN: British Export Marketing Centre Business and Reprographic Equipment Exhibition.** 14-18 February 1978. Sponsored by Business Equipment Trade Association. R. Du D'urban 01-405 6233. R. King ext. 7317. Cut off date passed.

**PARIS: 29th International Business Machines and Office Equipment (SICOB).** September 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext 7205. Cut off date 1.5.78.

**CHICAGO: National Office Products Association Show (NOPA).** 4-8 October 1978. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date not yet arranged.

**COLOGNE: International Office Trade Fair (Orgatechnik).** October 1978. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

**MADRID: International Office Equipment and Computer Exhibition (SIMO).** November 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

# Packaging machinery and materials, including containers

## 1977

**JOHANNESBURG: International South African Packaging and Food Processing Exhibition (Pakprocess).** 29 August-2 September 1977. Joint venture with the Institute of Packaging. S. J. Seaman ext. 325. Cut off date passed.

**TORONTO: Canadian National Packaging Exposition.** 17-19 October 1977. Joint venture with Institute of Packaging. Miss F. J. Cooleen ext. 7097. Cut off date passed.

## 1978

**MOSCOW: Exhibition of Handling Equipment for Loading and Unloading of Railway and Road Transport Vehicles and Containers.** 21 February-2 March 1978. Joint venture with appropriate trade association. L. Devine ext. 7213. Cut off date not yet arranged.

**STOCKHOLM: International Exhibition for Supplies to the Pulp, Paper Board and Conversion Industry (SPCI).** 4-7 April 1978. Joint venture with The British Paper Machinery Makers Association. T. G. Webb ext. 7207. Cut off date passed.

**DUSSELDORF: International Fair for Packaging Machines, Packing Materials, Confectionery Machines (Interpack).** 8-14 June 1978. Joint venture with the Institute of Packaging. Mrs C. Miller ext. 7203. Cut off date passed.

**KISHINEV: Exhibition of Packaging Equipment.** 10-19 October 1978. Joint venture with appropriate trade association. L. Devine ext. 7213. Cut off date not yet arranged.

**USA: National Packaging Show.** October 1978. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date not yet arranged.

**PARIS: 23rd International Packaging Exhibition.** November 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 31.10.77.

## 1979

**UTRECHT: International Packaging Exhibition (Macropak).** 14-19 May 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date not yet arranged.

**BASLE: International Packaging Exhibition (Swisspack).** May 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

# Photographic equipment

## 1977

**PARIS: International Photographic, Cinema and Optical Exhibition.** 5-13 November 1977. Joint venture with Association of British Manufacturers of Photographic, Cine and Audio Visual Equipment. Miss H. Goldberg ext. 7205. Cut off date passed.

## 1978

**USA: National Microfilm Association Annual Convention and Exposition.** 1978. Joint venture with appropriate trade association. M. P. Marshall ext. 7242. Cut off date passed.

**TOKYO: British Export Marketing Centre – Photographic and Audio Visual Equipment.** 18-22 July 1978. Sponsored by British Photographic Export Group. Contact R. Saunders tel. 89 33372. R. I. Elliott ext. 360. Cut off date 23.9.77.

**COLOGNE: World Fair of Photography (Photokina).** 15-21 September 1978. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

## 1979

**USA: National Microfilm Association Annual Convention and Exposition.** May 1979. Joint venture with appropriate trade association. M. P. Marshall ext. 7242. Cut off date not yet arranged.

# Pottery and glassware

## 1978

**ATLANTIC CITY: China and Glass Show.** 8-12 January 1978. Joint venture with British Jewellery and Giftware Federation. M. J. Low ext. 7204. Cut off date passed.

# Printing, stationery and printing machinery

## 1977

**CHICAGO: Graph Expo '77.** 10-13 October 1977. Joint venture with British Printing Machinery Association. Miss F. J. Cooleen ext. 7097. Cut off date passed.

## 1978

**ZAGREB: International Fair of Printing and Paper Industry (Intergrafika).** March 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 15.8.77.

**NEW YORK: Stationery Show.** May 1978. Joint venture with appropriate trade association. M. J. Low ext. 7204. Cut off date not yet arranged.

**USA: Graph-Expo.** October 1978. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date not yet arranged.

# Scientific instruments and nuclear equipment

## 1977

**AMSTERDAM: Laboratory, Medical and Scientific Instruments Exhibition (Het Instrument).** 21-29 September 1977. Joint venture with the British Laboratory Ware Association. P. Crowe ext. 325. Cut off date passed.

**DUSSELDORF: International Congress and Exhibition for Instrumentation and Automation (Interkama).** 6-12 October 1977. Joint venture with the SIMA. Mrs C. Miller ext. 7203. Cut off date passed.

**MADRID: Medical, Instrumentation and Technical Exhibition (Expomedica-Instrumentalia).** 19-26 October 1977. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date passed.

**ANAHEIM: Electro Optics/Laser Conference and Exhibition.** 25-27 October 1977. Joint venture with the London Chamber of Commerce. Miss F. J. Cooleen ext. 7097. Cut off date passed.

**TOKYO: British Export Marketing Centre – Laboratory Ware Exhibition.** 25-29 October 1977. Sponsored by British Laboratory Ware Association. Mrs. J. D. Marich tel. 01-947 5733. R. I. Elliott ext. 360. Cut off date passed.

**TOKYO: British Export Marketing Centre – 2nd Electro-Optics and Laser Equipment Exhibition.** 8-12 November 1977. Sponsored by SIRA Institute. Contact W. A. Seatherton tel. 01-467 2636. R. I. Elliott ext. 360. Cut off date passed.

**ZURICH: International Trade Fair for High Precision Techniques Dimensional Measurement and Control (Microtechnic).** 14-19 November 1977. Joint venture with the Gauge and Tool Makers Association. Miss L. M. O'Brien ext. 7092. Cut off date passed.

**PARIS: Laboratory Exhibition.** 29 November-4 December 1977. Joint venture with British Laboratory Ware Association. Miss H. Goldberg ext. 7205. Cut off date passed.

## 1978

**CLEVELAND: Pittsburg Conference on Analytical Chemistry and Applied Spectroscopy.** 27 February-3 March 1978. Joint venture with Scientific Instrument Manufacturers Association. Miss F. J. Cooleen ext. 7097. Cut off date 31.8.77.

**ATLANTIC CITY: Federation of American Societies of Experimental Biology and Conference.** 10-13 April 1978. Joint venture with Scientific Instrument Manufacturers Association. Miss F. J. Cooleen ext. 7097. Cut off date 3.10.77.

**MUNICH: International Trade Exhibition and Congress for Bio-Chemical Analysis (Analytica).** 18-22 April 1978. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 690. Cut off date not yet arranged.

**SEOUL: British Industrial and Scientific Technology Exhibition.** 5-10 June 1978. Joint ventures with:
Scientific Instrument Manufacturers Association.
British Health-Care Export Group.
Gauge and Toolmakers Association.
R. King ext. 7317. Cut off date 31.8.77.

**BASLE: International Exhibition of Laboratory, Chemical Engineering, Measurement and Automation Techniques in Chemistry (Ilmac).** 27 September-1 October 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date 15.11.77.

**BASLE: International Nuclear Industries Fair (Nuclex).** 3-7 October 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date 14.10.77.

**MOSCOW: Exhibition of Scientific Instruments (Nauka '78).** 12-23 October 1978. Joint venture with appropriate trade association. L. Devine ext. 7213. Cut off date not yet arranged.

**PEKING: All British Scientific Instrument Exhibition/Seminar.** 14-25 November 1978. Sponsor Scientific Instrument Manufacturers Association. R. King ext. 7317. Cut off date 1.9.77.

**USA: Electro-Optics/Laser Conference and Exhibition.** November 1978. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date not yet arranged.

## 1979

**CLEVELAND: Pittsburg Conference on Analytical Chemistry and Applied Spectroscopy.** 5-9 March 1979. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date September 1978.

**DALLAS: Federation of American Societies of Experimental Biology and Conference.** 8-13 April 1979. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date not yet arranged.

**FRANKFURT: Chemical Engineering, Exhibition and Congress (Achema).** 17-23 June 1979. Joint venture with:
Process Plant Association.
Scientific Instrument Manufacturers Association.
British Laboratory Ware Association.
Miss H. A. V. Smith ext. 7201. Cut off date 29.7.77.

**MUNICH: Exhibition for Electro-Optical Systems and their Application in Industry and Research (Laser '79).** June 1979. Joint venture with appropriate trade association. A. S. Rees ext. 7080. Cut off date not yet arranged.

**PARIS: 7th International Exhibition of Measurement Control Regulation and Automation (Mesucora).** June 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

# Ships and boats

## 1977

**CHICAGO: Marine Trades Exhibition and Conference.** 22-25 September 1977. Joint venture with Ship and Boat Builders National Federation. J. E. Henderson ext. 318. Cut off date passed.

**BRAZIL: Marine Exhibition (Riomar).** 10-15 October 1977. Joint venture with the British Marine Equipment Council. Miss A. V. Woodward ext. 7011. Cut off date passed.

**ANNAPOLIS: United States Sailboat Show.** 12-16 October 1977. Joint venture with Ship and Boat Builders National Federation. J. E. Henderson ext. 318. Cut off date passed.

**HAMBURG: Emtec and International Boat Show.** 13-23 October 1977. Joint venture with Ship and Boat Builders National Federation. Miss H. A. V. Smith ext. 7201. Cut off date passed.

**GENOA: International Boat Show.** 14-24 October 1977. Joint venture with Ship and Boat Builders National Federation. P. Crowe ext. 325. Cut off date passed.

**COPENHAGEN: Boat Show.** 5-13 November 1977. Joint venture with Ship and Boat Builders National Federation. T. G. Webb ext. 7207. Cut off date passed.

## 1978

**DUSSELDORF: International Boat Show.** January


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ENCIRCLE TI 35 ON PAGE 30 FOR FURTHER INFORMATION

# 1 OVERSEAS FAIRS AND SYMPOSIA
where BOTB support is planned or under consideration

1978. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

**PARIS: International Pleasure Boat Exhibition.** January 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 29.7.77.

**GOTHENBURG: International Boat Show.** 3-12 February 1978. Joint venture with Ship and Boat Builders Natjonal Federation. T. G. Webb ext. 7207. Cut off date not yet arranged.

**MIAMI: International Boat Show.** 23 February-1 March 1978. Joint venture with Ship and Boat Builders National Federation. J. E. Henderson ext. 318. Cut off date 22.7.77.

**AMSTERDAM: International Sail and Power Boat Show (HISWA).** March 1978. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date not yet arranged.

**ATHENS: International Shipping Exhibition (Posidonia).** 5-10 June 1978. Joint venture with:
British Marine Equipment Council.
Shipbuilders and Repairs National Association.
Miss L. M. O'Brien ext. 7092. Cut off date passed.

**CHICAGO: Marine Trades Exhibition and Conference.** September 1978. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

**ANNAPOLIS: United States Sailboat Show.** October 1978. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

**GENOA: International Boat Show.** October 1978. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 1.3.78.

## 1979

**PARIS: International Pleasure Boat Exhibition.** January 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

**DUSSELDORF: International Boat Show.** January 1979. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

**MIAMI: International Boat Show.** February 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

**AMSTERDAM: International Sail and Power Boat Show (Hiswa).** March 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date not yet arranged.

# Sports goods and camping equipment including caravans

## 1977

**COLOGNE: International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture (Spoga).** 25-27 September 1977. Joint ventures with:
The Federation of British Manufacturers of Sports and Games Ltd.
The Camping Trade Association.
Leisure and Outdoor Furniture Association.
B. Doyle ext. 7045. Cut off date passed.

**PARIS: Caravan and Mobile Homes Exhibition.** 6-16 October 1977. Joint venture with National Caravan Council. Miss H. Goldberg ext. 7205. Cut off date passed.

**COLOGNE: International Exhibition of Sports Facilities and Bath Installations.** 12-15 October 1977. Joint venture with the Building Centre Group. B. Doyle ext. 7045. Cut off date passed.

## 1978

**HOUSTON: National Sporting Goods Association Show.** 26-29 January 1978. Joint ventures with:
Camping Trade Association.
Federation of British Manufacturers of Sports and Games.
M. P. Marshall ext. 7242. Cut off date passed.

**MOSCOW: Exhibition of Sports Equipment and General Equipment for Sporting Events (Sport '78).** 4-13 April 1978. Joint venture with appropriate trade association. L. Devine ext. 7213. Cut off date not yet arranged.

**COLOGNE: International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture (Spoga).** September 1978. Joint ventures with appropriate trade associations. B. Doyle ext. 7045. Cut off date not yet arranged.

## 1979

**CHICAGO: National Sporting Goods Association Show.** February 1979. Joint venture with appropriate trade association. M. P. Marshall ext. 7242. Cut off date not yet arranged.

**ESSEN: International Exhibition for Horse Sports, Leisure Time Riding and Horsekeeping (Equitana '79).** March 1979. Joint venture with appropriate trade association. A. S. Rees ext. 7080. Cut off date not yet arranged.

# Textiles and textiles machinery

## 1977

**ATLANTA: Bobbin Show.** 28-30 September 1977. Joint venture with Clothing Institute. Miss M. Thorogood ext. 7094. Cut off date passed.

**FRANKFURT: International Textiles for Clothing Exhibition (Interstoff).** 22-25 November 1977. Joint venture with National Wool Textile Export Corporation. Miss S. J. Parkes ext. 690. Cut off date passed.

## 1978

**FRANKFURT: International Trade Fair for Home Furnishing Textiles (Heimtex).** 11-15 January 1978. Joint venture with:
(1) National Wool Textile Export Corporation.
(2) British Carpet Manufacturers Association.
(3) Irish Linen Guild.
Miss H. A. V. Smith ext. 7201. Cut off dates (1) Passed, (2) Not yet arranged, (3) Passed.

**GREENVILLE – SOUTH CAROLINA: American Textile Machinery Exhibition – International ATME-1** 27 April-5 May 1978. Joint venture with British Textile Machinery Association. Miss K. M. Thorogood ext. 7094. Cut off date passed.


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ENCIRCLE TI 34 ON PAGE 30 FOR FURTHER INFORMATION

**FRANKFURT: International Textiles for Clothing Exhibition (Interstoff).** May 1978. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 690. Cut off date not yet arranged.

**TOKYO: British Export Marketing Centre – Textile Exhibition.** 5-9 September 1978. Sponsored by the National Wool Textile Export Corporation. Contact G. Richardson tel. 0274 24235/6. R. King ext. 7317. Cut off date 4.11.77.

**ATLANTA: Bobbin Show.** 20-22 September 1978. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date December 1977.

**FRANKFURT: International Textiles for Clothing Exhibition (Interstoff).** November 1978. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 690. Cut off date not yet arranged.

## 1979

**FRANKFURT: International Trade Fair for Home Furnishing Textiles (Heimtex).** January 1979. Joint venture with appropriate trade associations. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

**FRANKFURT: International Textiles for Clothing Exhibition (Interstoff).** May 1979. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 690. Cut off date not yet arranged.

# Toys and games

## 1977

**TOKYO: The 1977 Tokyo International Toy Fair.** 5-7 October 1977. Joint venture with British Toy Manufacturers Association. R. I. Elliott ext. 360. Cut off date 26.11.76.

## 1978

**NEW YORK: American Toy Fair.** 19-22 February 1978. Joint venture with appropriate trade association. M. P. Marshall ext. 7242. Cut off date not yet arranged.

**NUREMBERG: International Toy Fair.** 9-15 February 1978. Joint venture with British Toy and Hobby Manufacturers Association. A. S. Rees ext. 7080. Cut off date passed.

**TOKYO: Japan International Toy Fair.** September 1978. Joint venture with British Toy and Hobby Manufacturers Association. R. I. Elliott ext. 360. Cut off date passed.

## 1979

**NUREMBERG: International Toy Fair.** February 1979. Joint venture with appropriate trade association. A. S. Rees ext. 7080. Cut off date not yet arranged.

**NEW YORK: American Toy Fair.** February 1979. Joint venture with appropriate trade association. M. P. Marshall ext. 7242. Cut off date not yet arranged.

# Watches and clocks

## 1978

**BASLE: Swiss Industries Fair (6th European Watch, Clock and Jewellery Fair).** April 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

## 1979

**BASLE: Swiss Industries Fair (7th European Watch, Clock and Jewellery Fair).** April 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

# Water, effluent and air treatment plant including anti-pollution, cleaning and refuse disposal equipment

## 1977

**TOKYO: British Export Marketing Centre – Environmental Engineering and Technology Exhibition.** 6-10 September 1977. Sponsored by Engineering Industries Association. Miss V. A. How tel. 01-863 9188. R. I Elliott ext. 360. Cut off date passed.

## 1978

**MUNICH: International Sewage and Water Treatment Engineering Exhibition (IFAT).** 5-10 June 1978. Joint venture with appropriate trade association. A. S. Rees ext. 7080. Cut off date not yet arranged.

## 1979

**AMSTERDAM: International Cleaning and Maintenance Exhibition (Interclean).** May 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date not yet arranged.

# Other specialised fairs

## 1977

**BRAZIL: Committee on Invisible Exports Seminar.** August/September 1977. Miss A. Woodward ext. 576.

**COPENHAGEN: 7th European Microwave Conference and Exhibition.** 5-8 September 1977. Joint venture with Electronic Engineering Association. T. G. Webb ext. 7207. Cut off date passed.

**BRUSSELS: International Aerosol Congress Exhibition.** 20-23 September 1977. Joint venture with British Aerosol Manufacturers Association. Miss L. M. O'Brien ext. 7092. Cut off date passed.

**DENVER: International Association of Firechiefs Annual Conference.** 25-29 September 1977. Joint venture with London Chamber of Commerce. Miss K. M. Thorogood ext. 7094. Cut off date passed.

**UTRECHT: International Security Exhibition (Security).** 10-14 October 1977. Joint venture with the London Chamber of Commerce and Industry. P. Crowe ext. 325. Cut off date passed.

**BOSTON: Annual Convention and Exhibition of the Wire Association of America.** 17-19 October 1977. Joint venture with International Wire Machinery Association. Miss M. Thorogood ext. 7094. Cut off date passed.

**NEW ORLEANS: International Association of Amusement Parks and Attractions Exposition.** 19-21 November 1977. Joint venture with British Amusement Catering Trades Association. M. P. Marshall ext. 7242. Cut off date passed.

**DUSSELDORF: Industrial Safety and Factory Hygiene Exhibition and Congress.** November 1977. Joint venture with London Chamber of Commerce and Industry. Mrs C. Miller ext. 7203. Cut off date passed.

## 1978

**ATLANTA: World Fair for Technology Exchange.** 7-10 February 1978. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

**TOKYO: Association of British Oceanic Industries Seminar.** 7-18 February 1978. M. Armstrong tel. 01-930 1696. R. King ext. 7317. Cut off date 30.9.77.

**UTRECHT: Vat Subconstractors Exhibition.** March 1978. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 30.8.77.

**TORONTO: Canadian Education Showplace.** March 1978. Joint venture with appropriate trade association, M. P. Marshall ext. 7242. Cut off date not yet arranged.

**BRUSSELS: European Educational Materials Exhibition (Didacta).** 10-14 April 1978. Joint ventures with:
British Educational Equipment Association.
Book Development Council.
Miss L. M. O'Brien ext. 7092. Cut off date passed.

# British Export Marketing Centre Tokyo

The British Overseas Trade Board considers that the Japanese market continues to offer new and exciting growth prospects for a wide range of British exports. For a single fee of £200 firms can participate in official trade exhibitions being held in the British Export Marketing Centre, Tokyo, which was opened in September 1973. The board will provide free of charge the floor space and a shell stand and mount the exhibits. It will also arrange to ship all exhibits to Tokyo free of charge from a central point in Britain. Before each exhibition it will mount a major advertising and publicity campaign in Japan to attract potential customers. In addition, exhibiting firms will each be able to claim £450 towards the cost of sending up to two representatives to man the stands during the exhibition. The centre is available to British companies, or their agents, wishing to mount individual product exhibitions for a charge of £65 a day. It is also available to companies wishing to hold seminars and conferences and there are facilities for audio-visual presentations and catering. A charge of £6.50 an hour will be made. Further information on the centre and its facilities can be obtained from Fairs and Promotions Branch (01-248 5757 ext. 663/7317/360).
The programme of exhibitions for 1977 is now complete. The programme of exhibitions for 1978 is now under consideration and information may be obtained from the board's Export to Japan Unit (01-248 5757 ext. 614/232).

## Official British trade exhibitions September 1977 to September 1978

**Environmental Engineering and Technology Exhibition** 6-10 September 1977. Sponsored by Engineering Industries Association (Miss V. A. How, 01-863 9188). FPB contact R. I. Elliott ext. 360. Cut off date passed.

**Engineers' Small Tool and Hand Tools Exhibition** 27 September-1 October 1977. Sponsored by Federation of British Hand Tool Manufacturers (W. R. Eccles, 0742-63084). FPB contact R. King ext. 7317. Cut off date passed.

**Laboratory Ware Exhibition** 25-29 October 1977. Sponsored by British Laboratory Ware Association (Mrs J. D. Marich, 01-947 5733). FPB contact R. I. Elliott ext. 7317. Cut off date passed.

**2nd Electro-Optics and Laser Equipment Exhibition** 8-12 November 1977. Sponsored by Sira Institute (W. A. Seatherton 01-467 2636). FPB contact R. I. Elliott ext. 360. Cut off date passed.

**Building Materials Exhibition** 29 November-3 December 1977. Sponsored by Building Centre Group (D. Clayton, 01-637 1022). FPB contact R. I. Elliott ext. 360. Cut off date passed.

**Business and Reprographic Equipment Exhibition** 14-18 February 1978. Sponsored by Business Equipment Trades Association (R. D'urban, 01-405 6233). FPB contact R. King ext. 7317. Cut off date passed.

**Carpet Exhibition** 14-18 March 1978. Sponsored by British Carpets Export Association (G. H. Davidson, 01-830 2145). FPB contact R. I. Elliott ext. 360. Cut off date passed.

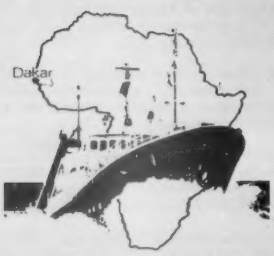
**Plastics and Rubber Technology Exhibition** 11-15 April 1978. Sponsored by British Plastics Federation (D. Brown, 01-734 2041). FPB contact R. King ext. 7317. Cut off date passed.

**Aerospace Equipment Exhibition** 16-20 May 1978. Sponsored by Society of British Aerospace Companies (P. Kidson, 01-839 3231). FPB contact R. I. Elliott ext. 360. Cut off date 15.7.77.

**Garden Equipment Exhibition** 20-24 June 1978. Sponsored by Gardenex (Mrs Y. Slade, Hungerford 2532). FPB contact R. King ext. 7317. Cut off date 19.8.77.

**Photographic and Audio Visual Equipment Exhibition** 18-26 July 1978. Sponsored by British Photographic Export Group (R. Saunders, 89-33372). FPB contact R. I. Elliott ext. 360. Cut off date 23.9.77.

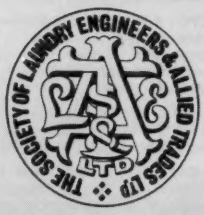
**Textile Exhibition** 5-9 September 1978. Sponsored by National Wool Textile Export Corporation (G. Richardson, 0274-24235/6). FPB contact R. King ext. 7317. Cut off date 4.11.77.




African Fisheries

Men's and Boys' Wear

Welding

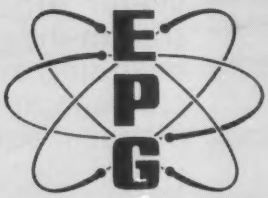



Laundry & Dry Cleaning

Brewing

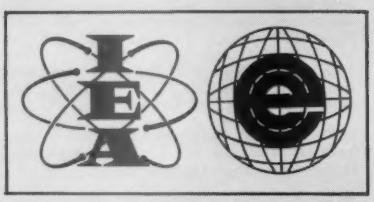
Brighter Homes Exhibition

Consumer Goods




Electronic Instruments

Men's and Boys' Wear




Electronics

World Fishing

Printing

Packaging

Mechanical Handling

Electronic Components

Plastics and Rubber

Pneumatics & Hydraulics

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Consumer Goods

Baking

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ENCIRCLE TI 27 ON PAGE 30 FOR FURTHER INFORMATION

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# 1 OVERSEAS FAIRS AND SYMPOSIA

where BOTB support is planned or under consideration

**USA: American Ceramic Society.** April/May 1978. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date December 1977.

**NEW YORK: National Premium Show.** 1-4 May 1978. Joint venture with appropriate trade association. M. J. Low ext. 7204. Cut off date not yet arranged.

**TORONTO: Canadian International Philatelic Exhibition (Capex '78).** 9-18 June 1978. Joint venture with the Philatelic Traders Society. J. E. Henderson ext. 318. Cut off date passed.

**DETROIT: National Material Handling Show.** 12-15 June 1978. Joint venture with London Chamber of Commerce. Miss M. Thorogood ext. 7094. Cut off date passed.

**LENINGRAD: Exhibition of Equipment, including Automated and Computerised, for the Pulp and Paper Industries (Bummash '78).** 13-22 June 1978. Joint venture with appropriate trade association. L. Devine ext. 7213. Cut off date not yet arranged.

**TOKYO: British Export Marketing Centre – Garden Equipment Exhibition.** 20-24 June 1978. Sponsored by Gardenex. Contact Mrs Y. Slade tel. Hungerford 2532. R. King ext. 7317. Cut off date 19.8.77.

**BASLE: International Art Fair.** June 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date 1.3.78.

**USA: Annual Exhibition of Education Resources.** June 1978. Joint venture with appropriate trade association. M. P. Marshall ext. 7242. Cut off date December 1977.

**TRONDHEIM: 7th International Fisheries Fair (Nor Fishing '78).** August 1978. Joint venture with appropriate trade association. T. G. Webb ext. 7207. Cut off date not yet arranged.

**CINCINNATI: International Association of Fire-chiefs Annual Conference.** 10-14 September 1978. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date December 1977.

**ESSEN: International Security and Police Equipment Exhibition (Security '78).** 12-14 September 1978. Joint venture with appropriate trade association. A. S. Rees ext. 7080. Cut off date not yet arranged.

**LOUISVILLE: International Woodworking Machinery and Furniture Supply Fair.** 16-20 September 1978. Joint ventures with:
Machine Tool Trades Association.
Birmingham Chamber of Commerce.
M. J. Low ext. 7204. Cut off date passed.

**MONTREAL: Materials Handling and Distribution '78.** September 1978. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

**ST LOUIS: Annual Convention and Exhibition of the Wire Association of America.** 16-19 October 1978. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date April 1978.

**BRUSSELS: International Biennial of Interior Design (Interieur '78).** 21-29 October 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092). Cut off date not yet arranged.

**DUSSELDORF: 5th International Fair for Industry, Trade and Handicraft (GLAS '78).** October 1978. Joint venture with appropriate trade association. B. Doyle ext. 7045. Cut off date 1.3.78.

**MONTE CARLO: International LNG and LPG Technology Exhibition and Conference (Gastech).** 7-11 November 1978. Joint venture with appropriate trade association. R. E. Newton ext. 7205. Cut off date not yet arranged.

**TEHRAN: International Educational and Training Equipment Exhibition.** 12-18 November 1978. Joint venture with appropriate trade association. W. M. McKinnon ext. 602. Cut off date not yet arranged.

## 1979

**ESSEN: International Exhibition for Horse Sports, Leisure time Riding and Horsekeeping (Equitana '79).** March 1979. Joint venture with appropriate trade association. A. S. Rees ext. 7080. Cut off date not yet arranged.

**PIACENZA: Button Exhibition.** April 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 325. Cut off date 31.10.78.

**PARIS: International Pet Trade Fair.** May 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 30.10.78.

**ISTANBUL: International Mining Congress and Exhibition.** May 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date 1.11.78.

**FRANKFURT: Chemical Engineering, Exhibition and Congress (Achema).** 17-23 June 1979. Joint venture with appropriate trade associations. Miss H. A. V. Smith ext. 7201. Cut off date 29.7.77.

**BASLE: International Art Fair.** June 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

**DUSSELDORF: 3rd International Trade Exhibition for Industrial Furnaces and Thermic Production Presses (Thermprocess '79).** June 1979. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

**USA: Annual Exhibition of Education Resources.** June 1979. Joint venture with appropriate trade association. M. P. Marshall ext. 7242. Cut off date December 1978.

# 2 STORE PROMOTION

Where BOTB support is planned or under consideration

**BOTB contact for all Store Promotions: C. G. N. Roberts, tel. 01-248 5757 ext 7183.**

## 1977

**PARIS and other cities:** 20 September-20 October 1977. Au Printemps. M. D. Rousseau, Au Printemps, 65 Boulevard Haussmann, Paris 9e, 285 22 22.

**CHICAGO:** 26 September-8 October 1977. Marshall Field. London Office: Marshall Field and Co, Westmoreland House, 127 Regent Street, London W1. Mr P. Le Pelley 01-734 4785.

**STOCKHOLM and 17 cities:** 30 September-15 October 1977
also
**WEST SWEDEN and 5 cities:** 13-29 October 1977. Gulins/Pepita. Clothing. Co-ordination by Clothing Export Centre, 26-28 Sackville Street, London W1X 2QT. P. Randle 01-734 9744.

**HELSINKI:** September 1977. Stockmanns. Mr Anders Wikland, Oy Stockmann AB, Mannerheimintie 1, Helsinki.

**NEW YORK:** September-October 1977. Barneys (Men's and Women's Clothing and Leather Goods). Mr Milton Guttenplan, 7th Avenue and 17th Street, New York, NY 10011.

**MONMOUTH, NEW JERSEY and ALLENTOWN, PENNSYLVANIA:** 31 October-12 November 1977. Bambergers. London Office: R. H. Macy and Co, 52-53 Conduit Street, London W1R 0DC. Mr J. K. Harwood 01-734 4583.

**SINGAPORE:** October 1977. Robinsons. London Buying House: Robinsons and Littles, Friendly House, Chiswell Street, London EC1, 01-606 2345.

**MADRID and 16 other cities:** Late October, 3-4 weeks. Galerias Preiados. London Buying House. Portman Ltd, 40 Duke Street, London W1A 4BX, 01-629 8805.

**TOKYO and 10 other cities:** October-November 1977. Mitsukoshi. London Office: Mitsukoshi (UK) Ltd, 5th Floor, Kent House, 87 Regent Street, London W1R 8NB, 01-437 6346.

**TEL AVIV:** 3-18 November 1977. Shalom. London Buying House: Portman Ltd, 40 Duke Street, London W1A 4BX, 01-629 8805.

**PARIS and throughout France (180 stores):** November 1977. Mobilier de France (Furniture). M J. M. Rouby, Mobilier de France, 63 Rue de Charenton, 75012 Paris, 346 11 52.

**MADRID and 7 other cities:** November 1977 (3 weeks). El Corte Ingles. London Office: Iberica Trading Co, 23/25 Eastcastle Street, London W1N 7PB, 01-580 6434. Mr T. Perez-Sanz.

**OSAKA:** November 1977. Hankyu. London Buying House: Booker Export Services Ltd, The Adelphi, London WC2, 01-930 4041.

# 3 MISSIONS

Where BOTB support is planned or under consideration

## INWARD MISSIONS

**Overseas Visitors' Bureau contact for general inquiries relating to inward missions: Miss G. M. Stannard, tel. 01-248 5757 ext. 463.**

### ALREADY ARRANGED

**Global, September 1977: Yachting journalists.** Ship and Boat Builders National Federation (A. D. H. Hough 0932 54511).

**Belgium, October 1977: Hand tools.** Federation of British Hand Tool Manufacturers (W. R. Eccles 0742 663084).

**South Korea, October 1977: Machine tools.** Machine Tool Trades Association (H. E. Wallace 01-402 6671).

**Sweden, October 1977: Foodstuffs.** British Food Export Council (P. C. Platten 01-480 6594/5).

**Brazil, September 1977: Potatoes.** Potato Marketing Board (A. A. Sinclair 031-225 1466).

**Qatar, September 1977: Building materials.** Building Centre (W. Bridge 01-637 1022).

### UNDER CONSIDERATION

**Singapore: July 1977: Cranes.** (BOTB: G. P. Foden 01-248 5757 ext. 680).

**South Africa, September/October 1977: Construction equipment.** (BOTB: H. Finch 01-248 5757 ext. 685).

**South Africa, September/October 1977: Audio visual aids.** Industrial Council for Education and Training Technology (J. Wright 01-437 0678). Date to be agreed.

**West Germany: Computer Software.** Computer Services Association (Miss D. Kirby 01-404 2172).

**Global, October 1977: Sports and games equipment.** The Federation of British Manufacturers of Sports and Games (Mrs B. Cuming 01-437 7281).

**Poland, October 1977: Steel plants.** British Metalworking Plant Makers Association (M. C. G. Man 01-248 1543).

**Italy: Finance and banking.** Committee on Invisible Exports (Miss G. Murdoch 01-628 3161).

**Greece, October/November 1977: Building materials.** Building centre (W. Bridge 01-637 1022).

**Spain: Finance and banking.** Committee on Invisible Exports (Miss G. Murdoch 01-628 3161).

**Germany, November 1977: Visual teaching aids.** British Educational Equipment Association (J. B. Savage 01-247 9320).

**USSR: Textile machinery.** British Textile Machinery Association (R. E. France 061-834 2991).

**Western Europe: Industrial heating equipment.** Heating, Ventilation, and Air Conditioning Manufacturers (R. Ayres 01-223 0511).

**USSR: Hospital equipment.** British Health-Care Export Council (J. L. M. Hole 01-262 2641).

**W. Germany/Switzerland: Scale models.** (BOTB: T. Williams 01-248 5757 ext. 7152).

**Bulgaria: Book publishing.** Book Development Council. (Miss O. Checkley 01-580 6321).

**Hungary: Book publishing.** Book Development Council. (Miss O. Checkley 01-580 6321).

**Czechoslovakia: Book publishing.** Book Development Council. (Miss O. Checkley 01-580 6321).

**Romania: Book publishing.** Book Development Council. (Miss O. Checkley 01-580 6321).

**Canada/USA: Furniture and giftware.** Council for Small Industries in Rural Areas. (T. Mahoney 01-947 6761).

**S. Korea: Construction equipment.** Federation of Manufacturers of Construction Equipment and Cranes. (D. R. Barrell 01-353 3020).

**Israel: Agricultural equipment.** Agricultural Engineers Association. (Mr Lanning 01-828 7973).

**Germany/Netherlands: Garden equipment.** The Federation of Garden and Leisure Equipment Exporters Ltd. (L. G. Walker 01-405 9292).

**Denmark / Norway / Sweden / Finland: Textiles.** (BOTB: H. Sharp 01-248 5757 ext. 361).

**Israel: Hospital equipment.** British Health Care Export Council. (J. L. M. Hole 01-262 2641).

**Belgium: Footwear.** British Footwear Manufacturers Federation. (Mrs C. M. Long 01-437 5573).

**New Zealand: Hospital equipment.** British Health Care Export Council (J. L. M. Hole 01-262 2641).

**Middle East: Meat.** Scottish Agricultural Export Group J. D. G. Davidson 031-333 2444).

**Nigeria: Railway equipment.** Railway Industrie Association (G. R. Curry 01-843 1426).

**India: Book publishing.** Book Development Council (Miss O. Checkley 01-580 6321).

# OUTWARD MISSIONS

## Africa

### 1977

**South Africa** 3-17 September 1977. Birmingham Engineering and Building Centre (D. W. Perkins, 021-643 1914). FPB contact S. J. Seaman ext. 571. Cut off date passed.

**Kenya, Tanzania, Zambia, Mauritius** 12-28 September 1977. Birmingham Chamber of Commerce (T. L. Edgar, 021-454 6171). FPB contact Miss L. M. O'Brien ext. 7092. Cut off date passed.

**South Africa** 18 September-2 October 1977. Birmingham Chamber of Industry and Commerce (G. Ashmore, 021-454 6171). FPB contact S. J. Seaman ext. 571. Cut off date passed.

**South Africa** 2-22 October 1977. Gauge and Toolmakers Association (T. E. Williams, High Wycombe 444645). FPB contact S. J. Seaman ext. 571. Cut off date passed.

**South Africa** 3-19 October 1977. British Stationery and Office Products Federation (L. Pagliero, 01-580 9256). FPB contact S. J. Seaman ext. 571. Cut off date passed.

**Nigeria** 17-28 October 1977. British Plastics Federation. (D. Brown, 01-734 2041). FPB contact P. Crowe ext. 325. Cut off date passed.

**South Africa** 22 October-5 November 1977. Dundee and Tayside Chamber of Commerce (C. W. Simms, Dundee 22122). FPB contact S. J. Seaman ext. 571. Cut off date passed.

**Nigeria, Ivory Coast** October 177. Machester Chamber of Commerce (D. M. Arrandale, 061-832 5574). FPB contact P. Crowe ext. 325. Cut off date passed.

**South Africa** 5-19 November 1977. Engineering Industries Association (Col R. E. Scott, MBE, MC, 01-863 9188). FPB contact S. J. Seaman ext. 571. Cut off date 5.8.77.

**South Africa** 12 November-3 December 1977. Westminster Chamber of Commerce (E. V. Notcutt, 01-743 2851). FPB contact S. J. Seaman ext. 571. Cut off date passed.

### 1978

**Nigeria** 9-20 January 1978. Agricultural Engineers Association (E. Lanning, 01-828 7973). F P B contact P. Crowe ext. 325. Cut off date 9.8.77.

**Nigeria** 29 January-9 February 1978. Scottish Council Development and Industry (Miss M. Bell, 031-225 7911). FPB contact P. Crowe ext. 325. Cut off date 29.8.77.

**South Africa** 14-29 January 1978. Hydraulic Association of Great Britain (R. J. R. Trefusis, 01-222 2029). FPB contact S. J. Seaman ext. 325. Cut off date 15.8.77.

**South Africa** 4-26 February 1978. Merseyside Chamber of Commerce. P. H. Hordley, 051-227 1234). FPB contact S. J. Seaman ext. 571. Cut off date 5.9.77

**Nigeria, Ghana** 12 February-2 March 1978. Birmingham Chamber of Commerce (T. L. Edgar, 021-454 6171). FPB contact P. Crowe ext. 325. Cut off date 19.9.77.

**Nigeria, Ghana** 12-22 March 1978. Cardiff Chamber of Commerce (R. C. Smale, Cardiff 21648). FPB contact P. Crowe ext. 325. Cut off date 12.10.77.

**Nigeria** 29 March-12 April 1978. Building Materials Export Group (Miss J. Tomlinson, 01-636 6920). FPB contact P. Crowe ext. 325. Cut off date 29.10.77.

**Nigeria** 22 April-5 May 1978. Federation of Sussex Industries (Mrs N. Potter, Brighton 26189). FPB contact P. Crowe ext. 325. Cut off date 22.11.77.

**Nigeria** 15-26 May 1978. North of England Development Council (A. Wilson, Stockton-on-Tees 612525). FPB contact P. Crowe ext. 325. Cut off date 15.12.77.

## Americas, including the Caribbean

### 1977

**Brazil** 1-10 August 1977. Dundee and Tayside Chamber of Commerce (J. Aitken, Dundee 22122). FPB contact Ms A. V. Woodward ext. 576. Cut off date passed.

**USA and Canada** 12-24 September 1977. British Ceramic Manufacturers Federation (N. Nelson, Stoke-on-Trent 48631). FPB contact M. L. Low ext. 7204. Cut off date passed.

**USA** (San Francisco 1st week, Los Angeles 2nd week) 16-30 September 1977. Scottish Council Development and Industry (L. Aitkin, 031-225 7911). FPB contact F. J. Cooleen ext. 7097. Cut off date passed.

**Mexico** 17-24 September 1977. Birmingham Chamber of Commerce (R. Grier, 021-454 6171). FPB contact Ms A. V. Woodward ext. 576. Cut off date passed.

**USA/Canada** 17 September-1 October 1977. Master Craftsmen's Association and Retail Export Group (O. T. Gallaway, 01-734 4809). FPB contact J. E. Henderson ext. 318. Cut off date passed.

**Carribean** 18 September-2 October 1977. Bristol Chamber of Commerce (Mrs. B. Childs, Bristol 37081). FPB contact Ms A. V. Woodward ext. 576. Cut off date passed.

**USA, Canada** 19 September-3 October 1977. Irish Linen Merchants Association (E. O. L. Seccombe, Lisburn 77377). FPB contact M. J. Low ext. 7204. Cut off date passed.

**Canada** 20-30 September 1977. Scottish Development Agency (W. R. V. Percy, 031-343 1911). FPB contact M. J. Low ext. 7204. Cut off date passed.

**USA, Canada** 22-29 September 1977. Ship and Boat Builders National Federation (D. Hough, Weybridge 54511), FPB contact M. P. Marshall ext. 7242. Cut off date passed.

**USA** 26 September-7 October 1977. Glasgow Chamber of Commerce (M. Neil, 041-204 2121). FPB contact M. P. Marshall ext. 7242. Cut off date passed.

**USA** 1-15 October 1977. British Conference and Exhibition Centres Export Council (S. Black, 01-455 5256). FPB contact Miss M. Thorogood ext. 7094. Cut off date passed.

**Venezuela** 3-14 October 1977. London Chamber of Commerce and Industry (J. M. Worsley, 01-248 4444). FPB contact Ms A. V. Woodward ext. 576. Cut off date passed.

**Mexico** 15-22 October 1977. Scottish Council Development and Industry (Miss M. Bell, 031-225 7911). FPB contact Ms A. V. Woodward ext. 576. Cut off date passed.

**Brazil, Venezuela** 15-29 October 1977. Birmingham Engineering and Building Centre (D. W. Perkins, 021-643 1914). FPB contact Ms A. V. Woodward ext. 576). Cut off date passed.

**USA** 16-30 October 1977. Coventry Chamber of Commerce (A. Durham, Coventry 51777). FPB contact J. E. Henderson ext. 318). Cut off date passed.

**Canada** 29 October-5 November 1977. Birmingham Chamber of Industry and Commerce (T. A. Jackson, 021-454 6171). FPB contact J. E. Henderson ext. 318. Cut off date passed.

**Venezuela, Surinam** 30 October-11 November 1977. Export Association of Nottingham (A. W. Palmer, Nottingham 293360). FPB contact Ms A. V. Woodward ext. 576. Cut off date passed.

**USA, Canada** 31 October-11 November 1977. British Knitting Export Council (A. R. Bicknell, 01-734 6277). FPB contact J. E. Henderson ext. 318. Cut off date passed.

**Canada, USA** 12-20 November 1977. Agricultural Engineers Association (E. Lanning, 01-828 7973). FPB contact Miss F. J. Cooleen ext. 7097. Cut off date passed.

**USA, Canada** 28 November-7 December 1977. London Chamber of Commerce (M. Worley, 01-248 4444). FPB contact M. P. Marshall ext. 7242. Cut off date passed.

### 1978

**USA** 21-28 January 1978. Birmingham Chamber of Commerce (T. A. Jackson, 021-454 6171). FPB contact J. E. Henderson ext. 318. Cut off date 31.8.77.

**Singapore** 15 February-4 March 1978. Association of British Oceanic Industries (M. Armstrong, 01-930 1696). FPB contact P. A. Greig ext. 7099. Cut off date 12.9.77.

**Mexico** 17 February-3 March 1978. London Chamber of Commerce (J. M. Worsley, 01-248 4444). FPB contact Ms A. V. Woodward ext. 576. Cut off date 19.9.77.

**Brazil, Venezuela** 20 February-13 March 1978. Westminster Chamber of Commerce (E. V. Notcutt, 01-734 2851). FPB contact Ms A. V. Woodward ext. 576. Cut off date 1.10.77.

**Brazil** 14-25 March 1978. Gauge and Toolmakers Association (T. E. Williams, High Wycombe 444 645). FPB contact Ms A. V. Woodward ext. 576. Cut off date 14.10.77.

**Mexico** 30 March-7 April 1978. Merseyside Chamber of Commerce (C. P. Mercier, 051-227 1234). FPB contact Ms A. V. Woodward ext. 576. Cut off date not yet arranged.

**Singapore, Malaysia, Hong Kong** 31 March-20 April 1978. South Wales Exporters Club (C. Blanch, Cardiff 885701). FPB contact P. A. Greig ext. 7099. Cut off date 28.10.77.

**USA (Chicago), Canada (Toronto)** 1-17 April 1978. Engineering Industries Association (Col. R. E. Scott, 01-863 9188). FPB contact M. D. Seymour ext. 265. Cut off date 29.11.77.

**USA** 8-15 April 1978. Birmingham Chamber of Commerce and Industry (B. Carnes, 021-454 6171). FPB contact J. E. Henderson ext. 318. Cut off date 11.11.77.

**USA, Australia, Singapore** 9-28 April 1978. Birmingham Engineering and Building Centre (D. W. Perkins, 021-643 1914). FPB contact M. D. Seymour ext. 265. Cut off date 11.10.77.

**Venezuela** 1-15 September 1978. Merseyside Chamber of Commerce (P. H. Hordley, 051-227 1234). FPB contact Ms A. V. Woodward ext. 576. Cut off date 31.3.78.

**Mexico** 18-30 September 1978. North of England Development Council (A. Wilson, Stockon-on-Tees 612525). FPB contact Ms A. V. Woodward ext. 576. Cut off date 30.4.78.

# 3 MISSIONS

Where BOTB support is planned or under consideration

## Asia (Far East)

### 1977

**Hong Kong** 15-19 August 1977. North of England Development Council (A. Wilson, Stockton-on-Tees 612525). FPB contact R. I. Elliott ext. 360. Cut off date passed.

**Korea, Republic of South Korea** 9-21 September 1977. Scottish Council Development and Industry (D. S. Reid, 031-225 7911). FPB contact R. King ext. 7317. Cut off date passed.

**Singapore, Malaysia, Thailand** 9-29 September 1977. Westminster Chamber of Commerce (J. Turner, 01-734 2851). FPB contact P. A. Greig ext. 7099. Cut off date passed.

**Hong Kong, Singapore, Malaysia** 12-30 September 1977. Leeds Chamber of Commerce and Industry (C. Wilson, Leeds 30491). FPB contact P. A. Greig ext. 7099. Cut off date passed.

**Japan** 19 September-5 October 1977. Federation of British Audio (A. J. R. Terenzani, 01-734 7471). FPB contact R. King ext. 7317. Cut off date passed.

**Japan** 26 September-8 October 1977. Edinburgh Chamber of Commerce (D. Mowat, 031-225 5851). FPB contact R. I. Elliott ext. 360. Cut off date passed.

**Philippines, Hong Kong** 30 September-14 October 1977. Birmingham Chamber of Industry and Commerce (R. Grier, 021-454 6171). FPB contact R. I. Elliott ext. 360. Cut off date passed.

**Singapore, Indonesia, Malaysia, Thailand** 4-26 October 1977. Association of British Oceanic Industries (M. Armstrong 01-930 1696). FPB contact P. A. Greig ext. 7099. Cut off date passed.

**Indonesia** 7-19 October 1977. Merseyside Chamber of Commerce and Industry (P. H. Hordley, 051-227 1234). FPB contact P. A. Greig ext. 7099. Cut off date passed.

**Singapore, Malaysia, Indonesia, Thailand** 11-28 October 1977. British Food Export Council (Major-General I. S. Harrison, 01-480 6594). FPB contact P. A. Greig ext. 7099. Cut off date passed.

**Japan, Hong Kong** 10-28 October 1977. Development Corporation for Wales (M. Lewis, Cardiff 21208). FPB contact R. King ext. 7317. Cut off date passed.

**Korea Republic of South Korea** 14-27 October 1977. North of England Development Council (A. Wilson, Stockton-on-Tees 61252). FPB contact R. King ext. 7317. Cut off date passed.

**Japan** 28 October-9 November 1977. Northern Ireland Chamber of Commerce (Mr Chalmers, Belfast 34488). FPB contact R. King ext. 7317. Cut off date passed.

**Singapore, Indonesia** 28 October-11 November 1977. Leicester and County Chamber of Commerce and Industry (H. L. Milliard, Leicester 27171). FPB contact P. A. Greig ext. 7099. Cut off date passed.

**Singapore, Malaysia** 4-18 November 1977. Society of Motor Manufacturers and Traders (K. Wallis, 01-235 7000). FPB contact P. A. Greig ext. 7099. Cut off date passed.

**Korea Republic of South Korea** 7-16 November 1977. Machine Tool Trades Association (D. Bromige, 01-402 6671). FPB contact R. King ext. 7317. Cut off date passed.

**Japan and Hong Kong** 7-26 November 1977. London Chamber of Commerce and Industry (Miss D. Wright, 01-248 4444). FPB contact R. I. Elliott ext. 360. Cut off date passed.

**Japan, Korea Republic of South Korea** 14 November-3 December 1977. Birmingham Chamber of Industry and Commerce (C. J. Harvey, 021-454 6171). FPB contact R. King ext. 7317. Cut off date passed.

**Japan** 25 November-10 December 1977. Merseyside Chamber of Commerce and Industry (P. H. Hordley, 051-227 1234). FPB contact R. King ext. 7317. Cut off date 8.7.77.

**Singapore, Malaysia** 18 November-3 December 1977. Cardiff Chamber of Commerce (R. C. Smale, Cardiff 21648). FPB contact P. A. Greig ext. 7099. Cut off date passed.

**Japan** 25 November-10 December 1977. Merseyside Chamber of Commerce and Industry (P. H. Hordley, 051-227 1234). FPB contact R. King ext. 7317. Cut off date passed.

**Philippines, Singapore** 25 November-10 December 1977. London Chamber of Commerce and Industry (E. MacDonald, 01-248 4444). FPB contact P. A. Greig ext. 7099. Cut off date passed.

### 1978

**Singapore, Malaysia, Hong Kong** 31 March-20 April 1978. South Wales Exporters Club (C. Blanch, Caerphilly 885701). FPB contact P. A. Greig ext. 7099. Cut off date 28.10.77.

**Singapore, Malaysia** (Singapore 29 April-6 May, Malaysia 6-12 May) 28 April-12 May 1978. Walsall Chamber of Commerce and Industry (N. E. Turner, Walsall 25671). FPB contact P. A. Greig ext. 7099. Cut off date 11.11.77.

**Philippines** 12-27 May 1978. Merseyside Chamber of Commerce and Industry (P. H. Hordley, 051-227 1234). FPB contact P. A. Greig ext. 7099. Cut off date 12.12.77.

## Asia (Middle East)

### 1977

**Iran** 26 August-5 September 1977. London Chamber of Commerce (D. L. Price, 01-248 4444). FPB contact W. M. McKinnon ext. 602. Cut off date passed.

**Saudi Arabia, Kuwait** 23 September-7 October 1977. Coventry Chamber of Commerce (I. Moulson, Coventry 51777). FPB contact P. G. H. Robinson ext. 7314. Cut off date passed.

**Iran** 7-13 October 1977. North Western Export Club (H. Robertshaw, 061-707 2190). FPB contact W. M. McKinnon ext. 602. Cut off date passed.

**Bahrain, Abu Dhabi, Dubai, Kuwait** 7-20 October 1977. Bradford Chamber of Commerce (M. A. Sewell, Bradford 28166-9). FPB contact P. G. H. Robinson ext. 7314. Cut off date passed.

**Yemen Arab Republic** 13-25 October 1977. Humberside Branch Institute of Export (R. Hildyard, Beverley 443211). FPB contact P. G. H. Robinson ext. 7314. Cut off date passed.

**Bahrain, Abu Dhabi, Dubai, Qatar, Oman, Kuwait** 16 October-11 November 1977. North of England Development Council (A. Wilson, Stockton-on-Tees 612525). FPB contact W. M. McKinnon ext. 602. Cut off date passed.

**Israel** 17-28 October 1977. London Chamber of Commerce (I. MacDonald, 01-248 4444). FPB contact Miss H. Goldberg ext. 325. Cut off date passed.

**Saudi Arabia** 21-31 October 1977. British Electrical and Allied Manufacturers Association (Mr Masters, 01-437 0678). FPB contact P. G. H. Robinson ext. 7314. Cut off date passed.

**Kuwait, Bahrain, Abu Dhabi, Dubai, Oman** 28 October-19 November 1977. Slough and District Chamber of Commerce (J. Peck, Slough 33633). FPB contact P. G. H. Robinson ext. 7314. Cut off date passed.

**Iraq, Iran** 7-19 November 1977. British Printing Machinery Association (Mrs L. Fox, 01-405 9619). FPB contact W. M. McKinnon ext. 602. Cut off date passed.

**Kuwait, Bahrain** 25 November-2 December 1977. British Food Export Council (P. C. Platten, 01-480 6594). FPB contact W. M. McKinnon ext. 602. Cut off date passed.

**Iraq** 30 November-7 December 1977. Scottish Council Development and Industry (J. D. Anderson, 031-225 7911). FPB contact W. M. McKinnon ext. 602. Cut off date passed.

**Saudi Arabia** 2-14 December 1977. Birmingham Chamber of Commerce (G. Ashmore, 021-454 6171). FPB contact P. G. H. Robinson ext. 7314. Cut off date passed.

**Kuwait, Dubai, Bahrain** 2-19 December 1977. Bristol Chamber of Commerce (Mrs B. Childs, Bristol 37081). FPB contact P. G. H. Robinson ext. 7314. Cut off date passed.

**Egypt** 9-16 December 1977. Machine Tools Trade Association (D. Bromige, 01-402 6671). FPB contact P. G. H. Robinson ext. 7314. Cut off date passed.

**Qatar, Oman** 10-21 December 1977. London Chamber of Commerce (D. L. Price, 01-248 4444). FPB contact P. G. H. Robinson ext. 7314. Cut off date passed.

### 1978

**Kuwait, Bahrain, Qatar, Abu Dhabi, Dubai** 6-25 January 1978. Building Materials Export Group (A. Maynard 01-636 6920). FPB contact P. G. H. Robinson ext. 7314. Cut off date 5.9.77.

**Egypt** 20-27 January 1978. Birmingham Engineering and Building Centre (D. W. Perkins, 021-643 1914). FPB contact P. G. H. Robinson ext. 7314. Cut off date 22.8.77.

**Saudi Arabia** 27 January-9 February 1978. Sheffield Chamber of Commerce (J. S. Hambidge 0742-730114). FPB contact W. M. McKinnon ext. 602. Cut off date 26.8.77.

**Kuwait, Bahrain, Qatar, Abu Dhabi, Dubai, Oman** 3-23 February 1978. Manchester Chamber of Commerce (D. Arrandale 061-832 5574). FPB contact P. G. H. Robinson ext. 7314. Cut off date 30.9.77.

**Saudi Arabia** 12-26 February 1978. Development Corporation for Wales (M. Lewis, 0222-21208). FPB contact P. G. H. Robinson ext. 7314. Cut off date 12.9.77.

**Egypt** 18-25 February 1978. Gauge and Toolmakers Association (A. R. Smith, High Wycombe, 444645). FPB contact W. M. McKinnon ext. 602. Cut off date 16.9.77.

**Saudi Arabia** 3-16 March 1978. Scottish Council Development and Industry (J. D. Anderson, 031-225 7911). FPB contact W. M. McKinnon ext. 602. Cut off date 8.10.77.

**Iran** 10-17 March 1978. Leicester and County Chamber of Commerce (H. L. Millard, Leicester 27171). FPB contact W. M. McKinnon ext. 602. Cut off date 14.10.77

**Iran** 12-19 May 1978. Birmingham Chamber of Industry and Commerce (G. Ashmore, 021-454 6171. FPB contact W. M. McKinnon ext. 602. Cut off date 16.12.77.

## Australasia

### 1977

**Australia, New Zealand** 18 September-16 October 1977. Merchant Converters Association (R. J. Townley, 01-637 3434). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date passed.

**Australia, New Zealand** 8-29 October 1977. British Ceramic Plant and Machinery Manufacturers Association (Mr Hench, Sunbury 83280). FPB contact Mrs MacIver ext. 7093. Cut off date passed.

**Australia, New Zealand** 28 October-20 November 1977. Coventry Chamber of Commerce (Mr Moulson, Coventry 51777). FPB contact Mrs MacIver ext. 7093. Cut off date passed.

**New Zealand** 3-15 November 1977. Birmingham Chamber of Industry and Commerce (G. Ashmore, 021-454 6171). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date passed.

**Australia** 3-24 November 1977. Lighting Industry Federation (D. Pinder, 021-636 0986). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date passed.

**Australia, New Zealand** 12 November-3 December 1977. Birmingham Engineering and Building Centre. (D. W. Perkins, 021-643 1914). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date passed.

## FPB contact

Names and telephone extensions are given against each item for the contact at Fairs and Promotions Branch, Department of Trade, Hillgate House, 26 Old Bailey, London EC4M 7HU.

**01-248 5757**

## 1978

**Australia** January-February 1978. North of England Development Council (A. Wilson, Stockton-on-Tees 612525). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date 31.8.77.

**Australia, New Zealand** 22 February-9 March 1978. North Staffordshire Chamber of Commerce and Industry (J. J. Glover MBE, 0782 44731). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date 22.9.77.

**Australia** 12-25 March 1978. Birmingham Chamber of Industry and Commerce (J. Glover, Stoke-on-Trent 44731). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date 12.10.77.

# Europe

## 1977

**Spain: Export educational visits for small firms** 25 September-1 October 1977. White Fish Authority (Mr Woodcock, 031-255 2515). FPB contact Miss L. O'Brien ext. 7092. Cut off date passed.

**Poland** 21-26 November 1977. North of England Development Council (A. Wilson, Stockton-on-Tees 612525). FPB contact M. Dempsey ext. 7246. Cut off date passed.

## 1978

**Turkey, Yugoslavia** April 1978. Westminster Chamber of Commerce (E. V. Notcutt, 01-734 2851). FPB contact Miss L. O'Brien ext. 7092. Cut off date 4.11.77.

# 4 OTHER OVERSEAS FAIRS

Events listed in section 1 are not included in section 4.

***Inquiries***
Requests for information about trade fair costs and conditions should be made to the organisers or their UK agents whose names and addresses may be obtained from the Department of Trade's Fairs and Promotions Branch, Hillgate House, 26 Old Bailey, London EC4M 7HU (01-248 5757 ext. 7171).
* Event held annually at approximately the time stated.
† Event held in alternate years at approximately the time stated.

# General

## 1977

**BILBAO: International Trade Fair.** July 1977.

**ISMIR: International Trade Fair.** August-September 1977.*

**MALMO: 59th International Trade Fair Skanemassan).** 19-28 August 1977.

**UTRECHT: International Autumn Trade Fair.** September 1977.*

**STRASBOURG: International Trade Fair.** 1-12 September 1977.

**SALONIKA: International Trade Fair.** 4-18 September 1977.

**VIENNA: International Trade Fair (Autumn).** 7-11 September 1977.*

**ZAGREB: International Autumn Fair.** 9-18 September 1977.

**BARI: International Levant Fair.** 9-19 September 1977.*

**DIEPPE: Franco-British Trade Fair.** 10-18 September 1977.

**BUDAPEST: International Autumn Fair – Specialised Fair of Consumer Goods.** 16-25 September 1977.

**MARSEILLES: International Autumn Fair.** 23 September-3 October 1977.

**ALGIERS: International Trade Fair.** 1-7 October 1977.

**GRAZ: Autumn Fair.** 1-9 October 1977.*

**METZ: International Autumn Fair.** 1-10 October 1977.

**LIMA, PERU: Pacific International Fair.** November 1977.

**ZAGREB: New Year's Fair.** 17-29 December 1977.

## 1978

**KHARTOUM: First International Fair of Khartoum.** 19-27 January 1978.

**LYON: International Trade Fair.** March 1978.

**MARSEILLES: International Spring Fair.** March 1978.

**METZ: International Spring Fair.** March 1978.

**SAUDI ARABIA: International Trade Fair.** March 1978.

**UTRECHT: International Trade Fair (Spring).** March 1978.*

**VIENNA: International Trade Fair (Spring).** March 1978.*

**LILLE: International Trade Fair.** April 1978.

**SAARBRUCKEN: International Saar Fair.** April 1978.

**MILAN: International Samples Fair.** 14-23 April 1978.

**BASLE: Swiss Industries Fair.** 15-24 April 1978.

**GRAZ: Spring Fair.** 29 April-7 May 1978.*

**BORDEAUX: International Trade Fair.** May 1978.

**PARIS: International Trade Fair (Foire de Paris).** May 1978.

**PADUA: Padua International Fair.** May/June 1978.*

**BARCELONA: International Trade Fair.** June 1978.

**ISMIR: International Trade Fair.** August-September 1978.*

**MARSEILLES: International Autumn Fair.** September 1978.

**SALONIKA: International Trade Fair.** September 1978.*

**STRASBOURG: International Trade Fair.** September 1978.

**UTRECHT: International Trade Fair (Autumn).** September 1978.*

**VIENNA: International Trade Fair (Autumn).** September 1978.*

**BERLIN: German Industries Exhibition.** 16-24 September 1978.†

**GRAZ: Autumn Fair.** 30 September-8 October 1978.*

**METZ: International Autumn Fair.** October 1978.

**DUSSELDORF: IKM – Capital Goods Exhibition for Small and Medium Sized Manufacturers, Craftsmen and Trade.** 6-10 October 1978.

## 1979

**LYON: International Trade Fair.** March 1979.

**UTRECHT: International Spring Fair.** March 1979.

**METZ: International Spring Fair.** March 1979.

**MARSEILLES: International Spring Fair.** March 1979.

**LILLE: International Trade Fair.** April 1979.

**BORDEAUX: International Trade Fair.** May 1979.

**PARIS: International Trade Fair (Foire de Paris).** May 1979.

**METZ: International Industrial Goods Fair (Equipex).** June 1979.

# Agriculture, forestry, fishing and agricultural machinery

## 1977

**ATLANTA: International Educational Poultry Show.** 1977.

**KLAGENFURT: Austrian Timber Fair.** August 1977.*

**BRISBANE: Royal National Show.** 11-20 August 1977.

**HALIFAX: World Fishing Exhibition.** 31 August-7 September 1977.

**LISBON: 1st International Agricultural Industry Exhibition (Fil Agro).** 16-25 September 1977.

**STUTTGART: 87th Agricultural Show.** 24 September-2 October 1977.

**SYDNEY: 1977 RAS Spring Fair, including the Sydney Better Living Exhibition.** 30 September-3 October 1977.

**OTTAWA: Forest Industries Equipment Exhibition.** October 1977.

**OPORTO: IV International Food, Agricultural and Industrial Exhibition.** 14-23 October 1977.

**SYDNEY: 4th Meat and Allied Trades Fair.** 17-19 October 1977.

**CAIRO: International Exhibition for Agriculture and Irrigation Requirements.** 17-28 October 1977.

**TEHRAN: International AGWA Food Fair.** 28 October-4 November 1977.

**SYDNEY: Orange National Field Days.** 14-17 November 1977.

**DAKAR: 1st Agricultural and Hydro-Equipment Fair.** 1-7 December 1977.

## 1978

**BERLIN: International Green Week.** 27 January-5 February 1978.*

**COLUSA, CA: 13th Colusa Orchard and Farm Equipment Show.** February 1978.

**PARIS: Leisure Cultivation.** March 1978.

**PARIS: Salon d'Aviculture (Poultry).** March 1978.

**NOVI SAD: International Agricultural Fair.** May 1978.

**MUNICH: Exhibition of the Technology of Forestry and Forest Industries (Interforst).** 30 May-4 June 1978.

**KLAGENFURT: Austrian Timber Fair.** August 1978.*

**VANCOUVER: Forest Industries Equipment Exhibition.** September 1978.

## 1979

**PARIS: Leisure Power Cultivation Show.** March 1979.

**PARIS: A Salon d'Aviculture (Poultry).** March 1979.

# Aircraft and aeronautical equipment

## 1977

**JOHANNESBURG: Aviation Africa.** 6-10 October 1977.

## 1978

**HANOVER: International Air Show.** 26 April-4 May 1978.

# 4 OTHER *OVERSEAS* FAIRS

**TOULOUSE: Aeronautical and Space Exhibition.** June 1978.

## Books and periodicals

### 1977

**BELGRADE: International Book Fair.** October 1977.

### 1978

**MONTREAL: International Book Fair.** April 1978.

**NICE: International Book Festival.** May 1978.

***BELGRADE: International Book Fair.*** *October 1978.*

### 1979

**NICE: International Book Festival.** May 1979.

## Building, public works and construction equipment

### 1977

**CHICAGO: International Public Works Congress and Equipment Show.** 10-15 September 1977.

**MADRID: International Building and Construction Exhibition.** October 1977.

**BOLOGNA: International Building Exhibition.** 8-16 October 1977.

**TEL AVIV: International Building Materials Exhibition (Aclim '77).** 10-14 October 1977.

**YEREVAN, USSR: Machinery and Equipment for the Extraction, Treatment and Mechanical Processing of Stone Materials.** 11-21 October 1977.

**DUBAI: Middle East Construction Exhibition.** 30 October-5 November 1977.

### 1978

**PHOENIX: The World of Concrete Exposition.** 7-14 January 1978.

**LAS VEGAS: Concrete and Aggregate Convention.** 21-25 January 1978.

**VERONA: International Earth Moving and Construction Equipment Exhibition (Samoter).** February 1978.

**ROTTERDAM: Trade Exhibition of Thermal, Acoustic, Fireproof and Cryogenic Insulation (Isolatie).** September 1978.

**BOLOGNA: International Building Exhibition.** October 1978.

## Chemicals and allied industries including plastics

### 1977

**POZNAN: International Trade Fair for Chemistry (Chemia).** 16-23 October 1977.

**CHICAGO: Exposition of Chemical Industries.** 5-8 December 1977.

**PARIS: International Chemical Exhibition (Interchimie).** 5-10 December 1977.

**HONG KONG: Industrial Chemicals Show.** 9-13 December 1977.

### 1978

**BOMBAY: Chemical and Technical.** 1978.

***STUTTGART: Colour Chemists Exhibition (Farbe).*** *23-26 February 1978.*

**BARCELONA: International Chemical Exhibition (Expoquima).** March 1978.

**MILWAUKEE: Off Highway Vehicle Exposition.** September 1978.

**TORONTO: Canadian Chemical and Process Equipment Exhibition.** September 1978.

## Clothing

### 1977

**WIESBADEN: International Millinery Trade Fair (Interhut).** 24-25 September 1977.*

**VIENNA: Ladies' Fashion Show.** 25-27 September 1977.*

**THESSALONIKA: 6th Hellenic and International Fashion Fair.** 9-11 December 1977.

**ZURICH: International Fashion Show (Modexpo).** 9-11 October 1977.

**BERLIN: Fashion Week (including Interchic).** 9-12 October 1977.*

### 1978

**COLOGNE: International Men's Fashion Week.** February 1978.

**LAS VEGAS: 63rd Annual Convention and Trade Show of Menswear Retailers of America.** February 1978.

**PARIS: International Fur Trade Exhibition.** March 1978.

**BERLIN: Fashion Week (including Interchic).** April 1978.*

**VIENNA: Ladies' Fashion Show.** April 1978.*

**ZURICH: International Fashion Show (Modexpo).** April 1978.

**MUNICH: International Fashion Week.** 2-6 April 1978.*

**WIESBADEN: International Millinery Trade Fair (Interhut).** June 1978.*

**BERLIN: Fashion Week (including Interchic).** October 1978.*

**PARIS: Exhibition of Women's Ready-to-Wear Clothing (Pret-a-Porter).** October 1978.

**THESSALONIKA: Hellenic Fashion Fair.** 2-5 October 1978.

**VIENNA: Ladies' Fashion Show.** October 1978.*

**ZURICH: International Fashion Show (Modexpo).** October 1978.

**MUNICH: International Fashion Week.** 1-5 October 1978.*

**WIESBADEN: International Millinery Trade Fair (Interhut).** November 1978.*

### 1979

**PARIS: International Exhibition of Womens Ready-to-Wear Clothing (Pret-a-Porter).** March 1979.

**PARIS: International Fur Trade Exhibition.** March 1979.

### Inquiries: section 4

Requests for information about trade fair costs and conditions should be made to the organisers or their UK agents whose names and addresses may be obtained from the Department of Trade's Fairs and Promotions Branch, 26 Old Bailey, London EC4M 7HU (01-248 5757 ext. 7171).

## Display and shop equipment

### 1977

***PARIS: International Shopfitting and Trade Equipment Exhibition (Equipmag).*** *6-11 November 1977.*

## Engineering, electrical and electronic, including radio and television

### 1977

***SYDNEY: International Radio and Electronics Engineering Convention '77.*** *8-12 August 1977.*

***SYDNEY: 2nd Consumer Electronic Show.*** *4-9 August 1977.*

**BANGKOK: International Conference on Computer Applications in Developing Countries (ICCA).** 22-25 August 1977.

**BERLIN: International Radio and Television Exhibition.** 26 August-4 September 1977.

**BUCHAREST: Exhibition of Electric Quantities Measuring and Control Apparatus; Control Technique; Electronic Parts and Units (Aparatura Electronica).** 6-9 September 1977.

**BASLE: Exhibition of Industrial Electronics and Electrical Engineering (Ineltec).** 6-10 September 1977.

**CANNES: Market for Videocassette Programmes and Equipment (Vidcom).** 16-21 September 1977.

**BUCHAREST: Exhibition of Cables, Conductors and Insulating Materials, Low Voltage Electrical Apparatus; Power Supply Plants (Cabluri).** 20-23 September 1977.

**TORONTO: International Electronics Exposition.** 26-28 September 1977.

**MOSCOW: Optics used by Man, Science and Industry and in Culture and Everday Life (Optika '77).** 13-23 October 1977.

**NIAGARA FALLS: Instrument Automation Conference and Exhibition (ISA).** 17-20 October 1977.

**HELSINKI: 7th Professional Electronics Exhibition (Elkom).** 18-21 October 1977.

**SYDNEY: 3rd International Electrical, Electronic Engineering, Measurement and Control Exhibition and Convention.** 18-21 October 1977.

**BUDAPEST: 3rd International Exhibition of Industrial Electronics (Mipel).** 19-23 October 1977.

### 1978

**PLOVDIV: Domestic and Industrial Electronic Equipment.** May/June 1978.

**NEW YORK: National Electronic Packaging and Production Conference (Nepcon East).** June 1978.

**CANNES: Market for Videocassette Programmes and Equipment (Vidcom).** September 1978.

**PHILADELPHIA: Instrument Automation Conference and Exhibition (SA).** October 1978.

### 1979

**PARIS: International Audio Visual and Communications Exhibition.** January 1979.

## Engineering, other

### 1977

**JOHANNESBURG: Constor '77.** 24-30 August 1977.

**CLEVELAND: Iron and Steel Exposition.** 26-29 September 1977.

**DETROIT: Quality Testing Show.** 4-6 October 1977.

**CHICAGO: Sheet Metal Engineering Conference and Exposition.** 11-13 October 1977.

**YEREVAN: Exhibition of Machinery and Equipment for the Extraction, Treatment and Mechanical Processing of Stone Materials.** 11-21 October 1977.

**CHICAGO: Materials Show.** 25-27 October 1977.

**BUCHAREST: Exhibition of Industrial Diamonds, Abrasive Tools and Materials, Chipping Tips (Diamante Industriale Si Aliaje Dure).** 8-11 November 1977.

## 1978

**BASLE: Eurotunnel '78.** 28 February-3 March 1978.

**BILBAO: International Machine Tools Trade Fair.** March 1978.

**BASLE: International Powder Technology and Bulk Solids Exhibition and Conference.** 7-10 March 1978.

**ZURICH: 6th International Power Transmission Exhibition.** March/April 1978.

**PARIS: International Woodworking Machinery Exhibition (Expobois).** April 1978.

**PARIS: Machine Tool and Mechanical Factory Equipment Exhibition.** May 1978.

**PHILADELPHIA: SME International Tool and Manufacturing Exposition and Engineering Conference.** April 1978.

# Foodstuffs, food machinery, hotel and catering equipment

## 1977

**MELBOURNE: 16th Annual National Accommodation and Catering Exhibition and Seminar.** 8-10 August 1977.

**RANDWICK, NSW, AUSTRALIA: Liquor Retailing '77.** September 1977.

**VALENCIA: Spanish International Fair of Bakery and Confectionery Equipment (Maicop).** 25 September-2 October 1977.

**ATLANTIC CITY: American Baking Industry Exposition (Baking Expo '77).** 8-13 October 1977.

**TEL AVIV: 3rd International Hotel and Catering Exhibition.** 10-14 October 1977.

**OPORTO: International Exhibition of Food, Beverages, Processing Plant and Allied Industries.** 21-30 October 1977.

**TEHRAN: International AGWA Food Fair.** 28 October-4 November 1977.

**MUNICH: International Exhibition of Hotel and Catering Trades (Igafa).** 4-10 November 1977.†

**BARCELONA: Hotel Management Maintenance Equipment and Gastronomy Exhibition (Hogarotel).** 5-14 November 1977.

## 1978

***BRUSSELS: European Professional Fair for Industry and Handicraft of Bakery.*** February 1978.

**PARIS: International Exhibition of Confectionery, Chocolate and Biscuits (Intersuc).** February 1978.

***BARCELONA: International Food Fair.*** March 1978.

**TOKYO: International Food Exhibition.** March 1978.

**TOKYO: International Hotel and Restaurant Show.** March 1978.

**PARIS: International Baker and Pastry Exhibition (*Europain*).** April 1978.

**STUTTGART: International Trade Fair for the Hotel *Catering and Bakery Trades (Intergastra).*** April 1978.†

***CHICAGO: National Restaurant/Hotel/Motel Convention and Exhibition.*** May 1978.

***TOKYO: International Frozen Foods Industry Exhibition.*** June 1978.

**MUNICH: International Food Industry Trade Fair (Ikofa).** 14-20 September 1978.†

**PARIS: Food Manufacturing Processing – International Exhibition.** November 1978.

**PARIS: International Exhibition of Machinery and Techniques for the Meat Industry and Trade (Matic).** November 1978.

## 1979

**PARIS: International Exhibition of Confectionery, Chocolate and Biscuits (Intersuc).** February 1979.

# Footwear

## 1977

**MONTREAL: International Footwear Exhibition.** August 1977.

## 1978

**BOLOGNA: International Shoe and Leather Fair.** March 1978.

# Furniture, furnishings, household equipment and hardware

## 1977

**SAN FRANCISCO: Western Merchandise Mart.** July 1977.

**MILAN: International Household Goods and Hardware Exhibition (Macef).** 3-7 September 1977.

**SYDNEY: Hardware Retailers' Exhibition.** 5-7 September 1976.

**VALENCIA: International Furniture Fair.** October 1977.

**MONTREAL: International Conference and Exhibition of the Furniture and Woodworking Industry *(Infote Canada).*** 21-23 October 1977.

**BELGRADE: International Fair of Furniture, *Accessories and Interior Decoration.*** 21-27 November 1977.

***BORDEAUX: Domestic Equipment (Conforexpo).*** 31 October-11 November 1977.

## 1978

**PARIS: International Arts of Home-Making (Art *Menagers).*** March 1978.

**PARIS: Exhibition of Materials and Items to be used *for the Manufacture of Furniture, Chairs and Bedding* (Approfal).** April 1978.

***MILAN: International Household Goods and Hardware* Exhibition (Macef).** September 1978.

**BELGRADE: International Fair of Furniture, Accessories and Interior Decoration.** November 1978

## 1979

**PARIS: International Arts of Home-Making Exhibition (Arts Menagers).** February 1979.

# Heating and ventilating

## 1978

**UTRECHT: International Heating and Ventilating Exhibition.** 8-14 March 1978.

**ZURICH: International Heating Air Conditioning and Sanitation Exhibition.** Spring 1978.

**STOCKHOLM: Heating Ventilating Sanitary and Plumbing Fair (VVS '78).** 19-24 May 1978.

**TOKYO: International Heating Air Conditioning and Sanitary Engineering Exhibition.** October 1978.

# Horticulture and horticultural equipment

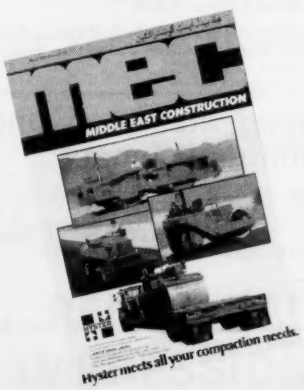
## 1977

**STUTTGART: Federal Garden Show.** 29 April-23 October 1977.

**LYONS: Exhibition of Equipment for Professional Horticulturists, Landscape Designers and Markets Gardeners.** 9-12 September 1977.

## 1978

**KARLSRUHE: Trade Exhibition for Commercial**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# 4 OTHER OVERSEAS FAIRS

**Horticulture (Technik im Gartenbau).** September 1978.†

## Hospital, medical, surgical and dental equipment

### 1977

**BRUSSELS: International Exhibition of Medical and Hospital Equipment.** October 1977.

**TBILISI: Exhibition of Equipment for Research and Clinical Treatment of Ischemic Heart Diseases.** 6-17 October 1977.

**ADELAIDE: Royal Australasian College of Physicians Scientific Meeting and Trade Medical Exhibition.** 19-21 October 1977.

**LYON: Pharmaceutical Congress and Exhibition (Ipharmex).** 17-20 November 1977.

**NEW ZEALAND: Hospital Equipment and Supplies Fair.** 28 November-2 December 1977.

### 1978

**USA: International Society for Medical Technology Biennial Meeting and Exhibition.** June 1978.

## Jewellery and giftware

### 1977

**LOS ANGELES: California Gift Show.** July 1977.

**PARIS: Exhibition of Art Manufacturers (Ateliers d'Art).** 8-13 September 1977.

### 1978

**PARIS: Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca).** January 1978.

**PARIS: Exhibition of Art Manufacturers (Ateliers d'Art).** January 1978.

**PARIS: Exhibition of Art Manufacturers (Ateliers d'Art).** September 1978.

### 1979

**PARIS: Exhibition of Commercial and Professional Art Manufacturers (Ateliers d'Art).** January 1979.

## Laundry and allied services

### 1978

**TORONTO: Canadian Launderers' and Dry Cleaners' Show and Car Wash Exposition.** 3-5 October 1978.

## Leather, leather goods and fur

### 1977

**PIRMASENS: Leather Week.** 8-10 November 1977.

### 1978

**PARIS: Leathergoods and Luggage Exhibition.** January 1978.

**OFFENBACH: International Leathergoods Fair.** February 1978.*

**BOLOGNA: International Shoe and Leather Fair.** March 1978.

**PIRMASENS: Leather Week.** 9-11 May 1978.*

**OFFENBACH: International Leathergoods Fair.** August 1978.*

**PIRMASENS: Leather Week.** 7-9 November 1978.*

### 1979

**PARIS: Leathergoods and Luggage Exhibition.** January 1979.

## Motor vehicles, motor cycles and cycles

### 1977

**GUILDFORD, AUSTRALIA: Truck Expo '77.** Mid-end July.

**SYDNEY: International Motor Show.** 19-27 August 1977.

**MILWAUKEE: Off-Highway Vehicle Exposition.** 12-15 September 1977.

**MELBOURNE: International Motor Cycle Show.** 18-25 September 1977.

**BUCHAREST: Exhibition of Motor Car Accessories, Motor Car Condition Assessment Equipment, Motor Vehicle Maintenance Technologies, Road Traffice Control Systems (Auto-Service).** 1-4 November 1977.

### 1978

**SALZBURG: International Trade Exhibition for Spares, Accessories, Tools, Workshop and Service Station Equipment.** January 1978.

**TORONTO: Automobile Show.** February 1978.

**AMSTERDAM: International Commercial Vehicle Exhibition.** February 1978.†

**GENEVA: International Motor Show.** March 1978.

**BELGRADE: International Motor Show.** April 1978.

### 1979

**BELGRADE: International Motor Show.** April 1979.

## Music and musical instruments

### 1977

**ZAGREB: Record and Acoustic Appliances and Equipment Exhibition (Interdisc '77).** 24-27 November 1977.

**MELBOURNE: 3rd National Musical Merchandise Exhibition.** 23-31 July 1977.

**MILAN: International Music and High Fidelity Exhibition.** 8-12 September 1977.

## Office machinery and equipment

### 1977

**HONG KONG: Office Equipment Show.** 16-20 September 1977.

**BERLIN: Office Equipment Exhibition (Buro-Data).** 12-15 October 1977.

**FRANKFURT: Office Supplies Exhibition.** 25-28 October 1977.

### 1978

**VIENNA: International Office Organisation Exhibition (Ifabo).** May 1978.*

**BRUSSELS: 22nd International Fair of Office Equipment and Data Processing (Bureau).** September 1978.

**STUTTGART: Office Equipment Trade Exhibition.** 26-30 September 1978.

**STUTTGART: Office Machinery and Office Furniture Exhibition (Das Moderne Buro).** October 1978.

## Packaging machinery and materials including containers

### 1977

**PADUA: International Exhibition of Mechanical Handling, Storage, Distribution.** 5-9 October 1977.

**HAMBURG: International Marine Transportation Handling and Storage of Chemical Exhibition (Marichem).** 11-13 October 1977.

**POZNAN: International Packaging, Handling and Storage Equipment (Taropak).** 16-23 October 1977.

### 1978

**TORONTO: International Materials Handling and Distribution Show.** 1978.

**BARCELONA: Graphispack '78, International Printing, Packaging, Conditioning and Bottling Industries Exhibition.** 3-12 March 1978.

**TOKYO: International Mechanical Handling Exhibition.** June 1978.

**MUNICH: International Transport Exhibition (Transport '78).** 17-21 October 1978.

**PADUA: International Exhibition of Mechanical Handling, Storage, Distribution.** October 1978.*

## Photographic equipment

### 1977

**PARIS: International Exhibition of Cinema, Theatre and Convention Hall Equipment (Cisco).** 3-7 October 1977.

**POZNAN: International Photo and Cinematographic Trade Fair (Fotokinotechnika).** 16-20 October 1977.

**BUCHAREST: Exhibition of Laboratory and Industrial Photography Apparatus and Materials Research Photography Installations for Various Fields (Foto-Kino).** 22-25 November 1977.

## Pottery and glass

### 1978

**SYDNEY: 1st International China and Glassware and Tableware Trade Fair.** 19-23 February 1978.

**PARIS: International Exhibition of China, Pottery, Silverware, Glassware, Pewter and Stainless Steel (SIFE).** March 1978.

### 1979

**PARIS: International Exhibition of China, Pottery, Silverware and Household Decoration Industries (SIFE).** March 1979.

## Printing, stationery and printing machinery

### 1977

**POZNAN: International Exhibition of Printing Machines (Poligrafia).** 16-23 October 1977.

### 1978

**PARIS: International Professional Stationery Exhibition (Sippa).** February 1978.

### 1979

**PARIS: International Professional Stationery Exhibition (Sippa).** February 1979.

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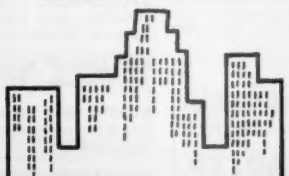

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ENCIRCLE TI 26 ON PAGE 30 FOR FURTHER INFORMATION

# 4 OTHER OVERSEAS FAIRS

## Scientific instruments and nuclear equipment

### 1978

**PARIS: French Physics Exhibition.** December 1978.

## Ships and boats

### 1977

**BRISBANE: 'Telegraph' Boat Show.** Dates not yet set.

**SYDNEY: International Boat Show.** 5-10 August 1977.

**FRIEDRICHSHAFEN: International Boat Show (Interboot).** 1-9 October 1977.*

### 1978

**FRIEDRICHSHAFEN: International Boat Show (Interboot).** 30 September-8 October 1978.*

## Sports goods and camping equipment, including caravans

### 1977

**PARIS: International Sports and Leisure Exhibition (Sisel).** 12-14 September 1977.

**TOKYO: 41st Tokyo International Sports Goods Fair.** November 1977.

### 1978

**STUTTGART: International Exhibition for Caravans, Motors and Tourism (CMT).** 28 January-5 February 1978.*

**MUNICH: International Sports Equipment Fair (ISPO).** February 1978.*

**MUNICH: Caravan, Boat and Accessories Exhibition.** 4-12 February 1978.

**GRENOBLE: International Winter Sports Exhibition.** March 1978.

**PARIS: Summer Sports and Leisure Exhibition (Sisel).** September 1978.

**PARIS: International Caravan Exhibition.** October 1978.

### 1979

**GRENOBLE: International Winter Sports Equipment Trade Show.** March 1979.

## Textiles and textile machinery

### 1977

**SAO PAULO: International Textile Machinery Fair (Itmex '77).** 10-18 September 1977.

**ZAGREB: International Commercial Contract-Making on Textile Products (Kutex).** 8-10 November 1977.

## Toys and games

### 1978

**PARIS: International Toys and Games Exhibition.** February 1978.

### 1979

**PARIS: International Toys and Games Exhibition.** February 1979.

## Watches and clocks

### 1978

**MUNICH: International Trade Fair for Watches' Clocks, Jewellery, Precious Stones and Silverware with Manufacturing Equipment (Inhorgenta).** 9-12 February 1978.*

### 1979

**BESANCON: International Clock and Watchmaking Industry Exhibition (Micronora).** May 1979.

## Water, effluent and air treatment plant including anti-pollution, cleaning and refuse disposal equipment

### 1977

**AMSTERDAM: International Exhibition for the Treatment, Storage and Use of Water (Aquatech).** September 1977.*

**OSAKA: International Environmental Pollution Control Exhibition.** September 1977.

**PARIS: Europrotection.** 20-30 September 1977. Apply Europrotection.

**TOKYO: International Heating, Air-conditioning and Sanitary Engineering Exhibition.** October 1977.

**GRENOBLE: Anti-Pollution Techniques and Equipment Exhibition (Alpexpo).** 3-7 October 1977.

**MILAN: International Cleaning and Sanitation Exhibition (Pulisan).** November 1977.*

**OSAKA: International Anti-Pollution Exhibition.** November 1977.

### 1978

**BASLE: First World Recycling Congress.** 6-7 March 1978.

**AMSTERDAM: International Exhibition for the Treatment, Storage and Use of Water (Aquatech).** September 1978.*

**PARIS: International Exhibition of Techniques for Control of Industrial and Urban Pollution Air Noise Waste Water.** 5-8 December 1978.

**HAMBURG: International Oil Pollution Exhibition and Conference (Iopec).** 26-30 September 1978.

## Other specialised fairs

### 1977

**SYDNEY: 2nd Annual Security Industry Exhibition.** July 1977.

**JAPAN: 3rd International Ideal and Inventions Product Exhibition.** July 1977.

**TORONTO: Federation for Information Processing Congress.** 8-10 August 1977.

**MELBOURNE: Sun News – Pictorial International Homes Show.** 20-28 August 1977.

**FLORENCE: International Antique Dealers' Fair.** September 1977.

**OSAKA: 4th International Ideal and Inventions Product Exhibition.** September 1977.

**HAMBURG: Modern Family Exhibition.** 3-11 September 1977.

**STOCKHOLM: International Exhibition on Construction and Maintenance of Excavated Rock Caverns (Rockstone).** 4-8 September 1977.

**SINGAPORE: Asian Business Exposition (ABEX).** 7-10 September 1977.

**STUTTGART: International Trade Exhibition for Home Improvement Supplies (Do-It-Yourself).** 7-11 September 1977.*

**BUCHAREST: Exhibition of pumps for Industry, Agriculture and Buildings (Pompe).** 13-16 September 1977.

**PARIS (LE BOURGET): Technical Assembly Days.** 13-16 September 1977.

**HANOVER: Tobacco Industry Exhibition.** 17-18 September 1977.

**JOHANNESBURG: Security and Safety in '77.** 22-24 September 1977.

**DUBLIN: International Education and Training Exhibition and Conference (ETEX).** 27 September-1 October 1977.

**PARIS: Do-It-Yourself Exhibition (Bricolage).** October 1977.

**MOSCOW: Exhibition of Optics used by Man, Science and Industry and in Culture and Everyday Life (Optika).** 13-23 October 1977.

**CHICAGO: National Safety Congress.** 17-20 October 1977.

**NEW YORK CITY: Information Systems Exposition and Conference.** 17-20 October 1977.

**STRASBOURG: International Market for European Sub-Contracting (Midest).** 17-21 October 1977.

**ZAGREB: 4th International Exhibition of Teaching Appliances and Training Equipment (Educa).** 17-22 October 1977.

**BUDAPEST: International Exhibition of School Equipment and Teaching Aids.** 19-25 October 1977.

**BUCHAREST: Exhibition of Apparatus and Devices for the Materials Measurement and Non-Destructive Control (Control Nedistructiv).** 25-28 October 1977.

**BUCHAREST: Exhibition of Apparatus, Procedures, for the Modernisation of Teaching at all Levels (Materiale Didactice).** 25-28 October 1977.

**TOKYO: 5th International Ideal and Inventions Product Exhibition.** November 1977.

**ST LOUIS: National School Supply and Equipment Association (Nssea).** 11-15 November 1977.

**BUCHAREST: Exhibition of Asbestos Based Materials and Technical Articles (Albest).** 15-18 November 1977.

**HAMBURG: 'Fun '77' Leisure and Entertainment Exhibition.** 22-25 November 1977.

**BUCHAREST: Exhibition of Industrial Use Sieves, Sieve Accessories (SITE).** 29 November-2 December 1977.

**BUCHAREST: Exhibition of Cork Raw Materials and Products (Pluta).** 6-9 December 1977.

**PARIS: Equestrian Exhibition.** 7-13 December 1977.

### 1978

**SYDNEY: 8th International Gift Trade Fair.** 19-23 February 1978.

**MUNICH: International Light Industries and Handicrafts Fair (IHM).** 11-19 March 1978.*

**BAHRAIN: Middle East Solar Technology Exhibition and Conference (Soltech '78).** 24-27 April 1978.

**STUTTGART: International Collectors' Exchange and German Weapon Fair (ISA).** May 1978.

**CHICAGO: International Security Conference and Exhibition.** May 1978.

**UTRECHT: International Exhibition for Technology Transfer (Tech-Transfer '78).** 8-12 May 1978.

**GOTHENBURG: Public Transport Systems in Urban Areas Trade Fair.** 27-30 June 1978.

**JOHANNESBURG: Training and Education Exhibition.** 10-14 July 1978.

**PARIS: Do-It-Yourself Exhibition (Bricolage).** October 1978.

**TOKYO: International Power Technology Exhibition.** October 1978.

**TOKYO: 5th International Ocean Development Exhibition.** October 1978.

### 1979

**BAHRAIN: Middle East Oil Show.** 25-29 March 1979.

**PARIS: International Exhibition of Advanced Transportation Systems (Transport-Expo).** April 1979.

# 5 UK FAIRS

UK fairs: general inquiries contact 01-248 5757 ext. 7109.

## General fairs

### 1977

**BRIGHTON: BRI-EXPO '77 – Festival of the South.** 20-28 August 1977. At Metropole Exhibition Centre. * Apply Lawson Organisation, Green Dragon House, 64 High Street, Croydon CR9 2UH (01-686 5741).

### 1978

**BIRMINGHAM: International Spring Fair.** 5-9 February 1978. At National Exhibition Centre. * Apply Trade Promotion Services Ltd, Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (01-855 9201).

## Aircraft and aeronautical equipment

### 1978

**FARNBOROUGH: International Air Show and Flying Display.** 3-10 September 1978 (3 press only, 4-7 trade only). At Farnborough Airfield. † Apply The Society of British Aerospace Companies Ltd, 28 King Street, London SW1Y 6RD (01-839 3231/10).

## Agriculture, forestry, fishing and agricultural machinery

### 1977

**KENILWORTH: Dairy Farming Event.** 28-29 September 1977. At National Agricultural Centre. * Apply Royal Association of British Dairy Farmers, Robarts House, Rossmore Road, London NW1 6NP (01-723 8021).

**LONDON: Royal Smithfield Show and Agricultural Machinery Exhibition.** 5-9 December 1977. At Earls Court. * Apply Smithfield Show Joint Committee, S.M.M.T. Ltd., 21-24 Grosvenor Place, London SW1X 7JF (01-235 7000).

### 1978

**STOKE MANDEVILLE: BOCM Silcock European Poultry Fair.** 3-4 May 1978. At BOCM Silcock's Poultry Development Farm. * Apply P. Matthews, BOCM Silcock Ltd., Risborough Road, Stoke Mandeville, Bucks HP22 5XW (Aylesbury (0296) 612661).

**BELFAST: Royal Ulster Annual Show and Industrial Exhibition.** 24-27 May 1978. At Balmoral Showground. * Apply Royal Ulster Agricultural Society, King's Hall, Balmoral, Belfast BT9 6GW (Belfast 665225).

**SHEPTON MALLET: Royal Bath and West and Southern Counties Show.** 31 May-3 June 1978. At Showground. * Apply Bath and West and Southern Counties Society, Showground, Shepton Mallet, Somerset BA4 6QN (Shepton Mallet (0749) 3366).

**MALVERN: Three Counties Agricultural Society's Show.** 13-15 June 1978. At Malvern Show Site. * Apply Secretary, Three Counties Show, Malvern, Worcs WR13 6NW (Malvern 61731).

**NORWICH: Royal Norfolk Agricultural Show.** 28-29 June 1978. At Showground, New Costessey. * Apply Royal Norfolk Agricultural Association, Dereham Road, New Costessey, Norwich NR5 0TT Norfolk (0603) 742000.

**KENILWORTH: Royal Agricultural Show.** 3-6 July 1978. At National Agricultural Centre. * Apply Royal Agricultural Society of England, National Agricultural Centre, Kenilworth, Warwicks CV8 2LG (Coventry 56151).

**HARROGATE: Great Yorkshire Show.** 11-13 July 1978. At The Showground. * Apply Yorkshire Agricultural Society, Great Yorkshire Showground, Hookstone Oval, Harrogate, N. Yorkshire (Harrogate 61536).

**BUILTH WELLS: Royal Welsh Agricultural Show.** 25-27 July 1978. At Builth Wells Showground, Llanelwedd. * Apply Royal Welsh Agricultural Society Ltd., The Showground, Llanelwedd, Builth Wells, Breconshire LD2 3SY (Builth Wells 3683).

## Books and periodicals

### 1977

**LONDON: The London Book Fair.** 6 October 1977. At Hotel Inter-Continental. * Apply Exhibition Manager, CBL Publishing Development Ltd, 16 Pembridge Road, London W11 3HL (01-229 1825).

## Building, public works and construction equipment

### 1977

**BIRMINGHAM: IWIE (International Woodworking Industries Exhibition).** 27 October-2 November 1977. At National Exhibition Centre. † Apply Building Trades Exhibitions Ltd, 11 Manchester Square, London W1M 5AB (01-486 1951).

**BIRMINGHAM: INTERBUILD (International Building and Construction Exhibition).** 16-25 November 1977. At National Exhibition Centre. † Apply Interbuild Exhibitions Ltd, 11 Manchester Square, London W1M 5AB (01-486 1951).

### 1978

**GLASGOW: SCOTBUILD (The Scottish Building and Public Works Exhibition).** 11-15 April 1978. At Kelvin Hall. † Apply The Scottish Industrial and Trade Exhibitions Ltd, 24 Harlington Place, Edinburgh EH10 4E (Edinburgh (031) 299 6412).

**LONDON: FIP '78 (International Congress of the International Federation of Prestressing).** 30 April-5 May 1978. At Wembley Conference Centre. Apply Gerald Young, The Concrete Society, Terminal House, Grosvenor Gardens, London SW1W 0AJ (01-828 3351).

**BIRMINGHAM: SUBCON (Exhibition for Subcontracting Industries).** 24-28 April 1978. At National Exhibition Centre. † Apply Interbuild Exhibitions Ltd, 11 Manchester Square, London W1M 5AB (01-486 1951).

**LONDON: SPECIBUILD Exhibition.** 16-19 May 1978. At Olympia. † Apply: Westbourne Exhibitions Ltd, Crown House, Morden, Surrey (01-540 1101).

**BIRMINGHAM: Public Works and Municipal Services Exhibition and Congress.** 13-18 November 1978. At National Exhibition Centre. † Apply The Municipal Agency Ltd, 178/202 Great Portland Street, London W1N 6NH (01-637 2400).

## Chemicals and allied industries, including plastics and rubber

### 1977

**BIRMINGHAM: INTERPLAS (International Plastics and Rubber Exhibition).** 15-23 September 1977. At National Exhibition Centre. Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (021-705 6707).

### 1978

**MANCHESTER: PIE (Plastics Industries Exhibition).** 17-21 April 1978. At Belle Vue. † Apply Exhibitions for Industry Ltd, 157 Station Road East, Oxted, Surrey RH8 0QF (Oxted (988) 4371).

**LONDON: OCCA 30 (30th Technical Exhibition of the Oil and Colour Chemists' Association).** 18-21 April 1978. At Alexandra Palace. * Apply Oil and Colour Chemists' Association, 967 Harrow Road, Wembley, Middlesex HA0 2SF (01-908 1086).

## Clothing

### 1977

**BIRMINGHAM: MAB International Fashion Fair.** 4-7 September 1977. At National Exhibition Centre. * Apply ITF-MAB Exhibitions Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands (021-705 6707).

**LONDON: Menswear Fashion Fair.** 4-7 September 1977. At Earls Court. * Apply Mack-Brooks Exhibitions Ltd, 62/64 Victoria Street, St Albans, Herts AL1 3XT (St Albans (86) 63213).

**LONDON: Junior Fashion Fair.** 16-20 October 1977. At Royal Horticultural Society's Hall. * Apply National Children's Wear Association, 40/42 Oxford Street, London W1N 9FJ (01-636 1833/4).

**LONDON: The London Fashion Exhibition.** 25-28 October 1977. At Olympia. **PLEASE NOTE CORRECT VENUE.** * Apply Earls Court and Olympia Ltd, Exhibition Building, Warwick Road, Earls Court, London SW5 9TA (01-385 1200).

**BIRMINGHAM: British International Fashion Fair.** 26-29 October 1977. At National Exhibition Centre. * Apply Clothing Export Council of Great Britain, Academy House, 26-28 Sackville Street, London W1X 1DA (01-734 9744).

**LONDON: The London Designer Collections.** 27-30 October 1977. At Inn-on-the-Park Hotel. Apply London Designer Collections, 36 Beauchamp Place, London SW3 (01-581 2931). **PLEASE NOTE CHANGE OF ADDRESS AND TEL. NO.**

**LONDON: The London Collections.** 27-31 October 1977. At Inter-Continental Hotel and 'Les Ambassadeurs'. Apply Fashion Promotions Ltd, 32/34 Wellington Street, London WC2E 7BD (01-836 7342).

### 1978

**LONDON: International Knitwear Fair.** 19-23 February 1978. At Earls Court. * Apply Mack-Brooks Exhibitions Ltd, 62-64 Victoria Street, St Albans, Herts (St Albans 63213).

**LONDON: IMBEX (International Mens' and Boys' Wear Exhibition).** 19-23 February 1978. At Earls Court. * Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (021-705 6707).

## Display and shop equipment

### 1978

**BIRMINGHAM: SHOPEX '78 (International Self-Service, Display Equipment and Shopfitting Exhibition).** 11-15 June 1978. At National Exhibition Centre. * Apply Westbourne Exhibitions Ltd, Crown House, Morden, Surrey SM4 5EB (01-540 1101).

## Engineering, electrical and electronic, including radio and television

### 1977

**LONDON: International Audio Festival and Fair.** 12-18 September 1977 (Trade only 12 and 13). At Olympia. * Apply Iliffe Promotions Ltd, Dorset House, Stamford Street, London SE1 9LU (01-261 8000).

**LONDON: Control and Instrumentation Exhibition and Conference.** 13-15 September 1977. At West Centre Hotel. † Apply Morgan Grampian (Publishers) Ltd, 30 Calderwood Street, London SE18 6QH (01-855 7777).

**LONDON: HI-FI '77 (Autumn High Fidelity Show).** 15-18 September 1977. At Cunard Hotel. **PLEASE NOTE CORRECT DATES AND VENUE AND CHANGE OF ADDRESS OF ORGANISERS.** Apply Emberworth Ltd, London House, Oxford Road, Stokenchurch, Bucks HP14 3SK (Radnage (024026) 2674).

**UK Fairs – general inquiries contact**
**01-248 5757 & 7109**

# 5 UK FAIRS

**BRIGHTON: INTERNEPCON/UK.** 18-20 October 1977. At Metropole Exhibition Centre. * Apply Kiver Communications Ltd, 149-155 Ewell Road, Surbiton, Surrey (01-390 0281).

**LONDON: INTERLIGHT International Lighting Trade Fair.** 9-12 December 1977. At Alexandra Palace. Apply Intermark Group Ltd, 6 Station Approach, Epsom, Surrey (Epsom (78) 25966).

## 1978

**LONDON: BRIGHTSHOW.** 29 January-2 February 1978. At Olympia. * Apply Decorative Lighting Association, Moelfre, Anglesey, North Wales LL72 8LN (Moelfre (024888) 396).

**BIRMINGHAM: IEA/ELECTREX (International Electrical, Electronic and Instrument Exhibition).** 13-17 March 1978. At National Exhibition Centre. † Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands (021-705 6707).

**BIRMINGHAM: COMMUNICATIONS '78 (Communications Equipment and Systems Exposition).** 4-7 April 1978. At National Exhibition Centre. **THIS EVENT WAS PREVIOUSLY HELD IN BRIGHTON.** † Apply Tony Davies Communications, c/o Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands (021-705 6707).

**LONDON: APRS '78 (International Exhibition of Professional Recording Equipment).** 21-23 June 1978. At The Connaught Rooms, London WC2. * Apply Association of Professional Recording Studios, 23 Chestnut Avenue, Chorleywood, Herts WD3 4HA (Rickmansworth (87) 72907).

## Engineering, other

### 1977

**LONDON: Dust Control and Air Cleaning Exhibition.** 20-23 September 1977. At Olympia. † Apply Technology Exhibitions Ltd, 1 Katharine Street, Croydon CR9 1LB (01-686 6339).

**LONDON: FILTECH (International Filtration and Separation Exhibition and Conference. 20-23 September 1977.** At Olympia. † Apply Filtech Exhibitions Ltd, 1 Katharine Street, Croydon CR9 1LB (01-686 6339).

**BIRMINGHAM: International Mining Exhibition.** 10-15 October 1977. At National Exhibition Centre. Apply: Brintex Exhibitions Ltd, 178/202 Great Portland Street, London W1N 6NH (01-637 2400).

**BIRMINGHAM: PEMEC (International Plant Engineering and Maintenance Exhibition and Conference).** 31 October-4 November 1977. At National Exhibition Centre. * Apply Clapp and Poliak Europe Ltd, 232 Acton Lane, London W4 5DL (01-995 4806).

**LONDON: Engineering Design Show and Conference.** 29 November-2 December 1977. At Olympia. Apply Fairs and Exhibitions Ltd, 21 Park Square East, Regent's Park, London NW1 4LM (01-935 8200).

### 1978

**BIRMINGHAM: IPHEX (International Pneumatics and Hydraulics Exhibition Incorporating Compressors and Power Transmission Equipment).** 13-17 March 1978. At National Exhibition Centre. † Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands (021-705 6707).

**BIRMINGHAM: MACHPRO (Machine Tool and Production Engineering Exhibition).** 30 April-6 May 1978. At National Exhibition Centre. Apply: Exhibitions for Industry Ltd, 157 Station Road East, Oxted, Surrey RH8 0QF (Oxted (08833) 4371).

**LONDON: International Diecasting Exhibition.** 9-12 May 1978. At Olympia. Apply Mack-Brooks Exhibitions Ltd, 62/64 Victoria Street, St Albans, Herts AL1 3XT (St Albans (56) 63213).

**STOKE-ON-TRENT: INTERCERAMEX '78 (International Ceramic Plant, Machinery and Materials Exhibition).** 25-28 September 1978. At Trentham Gardens. † Apply British Ceramic Plant and Machinery Manufacturers' Association, PO Box 9, Sunbury, Middlesex TW16 6BX (Sunbury (76) 83280).

**BIRMINGHAM: Furnaces, Refractories, Heat Treatment and Fuel Economy Exhibition and Symposium.** 25-29 September 1978. At National Exhibition Centre. † Apply Industrial Newspapers Ltd, Queensway House, 2 Queensway, Redhill, Surrey RH1 1QS (Redhill (91) 68611).

**LONDON: PEP (Production Engineering and Productivity Exhibition and Conference).** 2-7 October 1978. At Olympia. Apply Clapp and Poliak (Europe) Ltd, 232 Acton Lane, London W4 5DL (01-995 4806).

## Foodstuffs, food machinery, hotel and catering equipment

### 1977

**LONDON: Frozen Foods and Freezer Festival.** 2-5 October 1977. At West Centre Hotel. * Apply Eagle Exhibition Consultants Ltd, Ludgate House, 110 Fleet Street, London EC4A 2JL (01-353 4885).

**LONDON: FIE FOOD PACK '77 (International Exhibition for the Food and Allied Industries).** 15-18 November 1977. At Olympia. **PLEASE NOTE THE CORRECT TITLE AND VENUE.** * Apply BPS Exhibitions Ltd, 4 Seaford Court, 220-222 Great Portland Street, London W1N 5HH (01-388 2117).

### 1978

**LONDON: HOTELYMPIA (International Hotel and Catering Exhibition).** 25 January-1 February 1978. At Olympia. † Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (021-705 6707).

**LONDON: The London Meat Trades Fair.** 14-17 May 1978. At Alexandra Palace. † Apply Brintex Exhibitions Ltd, 178-202 Great Portland Street, London W1N 6NH (01-637 2400).

**BIRMINGHAM: NALVEX '78 (National Licensed Victuallers and Caterers Exhibition).** 5-8 June 1978. At National Exhibition Centre. * Apply Dennis Beall, LV Exhibitions, 57 Effra Road, London SW2 1DA (01-733 3186).

## Footwear

### 1977

**LONDON: British International Footwear Fair.** 2-5 October 1977. At Olympia. * Apply Shoe and Leather News (Exhibitions) Ltd, 84-88 Great Eastern Street, London EC2A 3ED (01-739 2071).

### 1978

**BLACKPOOL: International Slipper Fair.** 15-17 January 1978. At the Winter Gardens. * Apply Shoe and Leather News (Exhibitions) Ltd, 84-88 Great Eastern Street, London EC2A 3ED (01-739 2071).

**HARROGATE: Autumn Shoes Exhibition.** 19-21 March 1978. At Exhibition Centre. Apply Shoe and Leather News (Exhibitions) Ltd, 84-88 Great Eastern Street, London EC2A 3ED (01-739 2071).

## Furniture, furnishings, household equipment and hardware

### 1977

**BIRMINGHAM: The Birmingham International Ideal Homes Show.** 4-20 August 1977. At National Exhibition Centre. * Apply ITF and BPM Exhibitions Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (021-705 6707).

**MANCHESTER: British Furniture Manufacturers Exhibition.** 8-11 August 1977. At Belle Vue and City Hall. * Apply BFM Exhibitions Ltd, 17 Berners Street, London W1P 4DY (01-323 1166).

**HARROGATE: International Carpets Fair.** 6-9 September 1977. At the Exhibition Centre. * Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands (021-705 6707).

**BRIGHTON: Autumn Floor Covering Exhibition.** 12-15 September 1977. At Metropole Exhibition Centre. * Apply Southern Floor Covering Exhibitions Ltd, 30 Southgate, Chichester, Sussex (Chichester (0243) 88423).

### 1978

**BIRMINGHAM: Furniture Show.** 10-15 January 1978. At National Exhibition Centre. **THIS EVENT WAS FORMERLY HELD IN LONDON.** * Apply BFM Exhibitions Ltd, 17 Berners Street, London W1P 4DY (01-323 1166).

**BIRMINGHAM: International Spring Fair.** 5-9 February 1978. At National Exhibition Centre. * Apply Trade Promotion Services Ltd, Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (01-855 9201).

**BRIGHTON: INFEX (International Floorcoverings Exhibition).** 20-23 February 1978. At Metropole Exhibition Centre. * Apply Peter Crofts, Southern Floorcovering Exhibitions Ltd, 30 Southgate, Chichester, Sussex PO19 1DP (Chichester (0243) 88423).

**BIRMINGHAM: FURNEX (Furniture Production Exhibition).** 20-24 February 1978. At National Exhibition Centre. † Apply Exhibitions for Industry Ltd, 157 Station Road East, Oxted, Surrey (Oxted (988) 4371).

**LONDON: 'Daily Mail' Ideal Home Exhibition.** 7 March-1 April 1978. At Olympia. * Apply Angex Ltd, Temple House, Temple Avenue, London EC4Y 0JA (01-353 4000).

**BIRMINGHAM: WALPADEX (International Decorating Materials Trade Show).** 5-8 June 1978. At National Exhibition Centre. * Apply S. M. Broughton, Wallpaper and Paint Retailers' Association, 14 Birmingham Road, Walsall, Staffs WS1 2NA (0992 31134).

**BIRMINGHAM: DECOR (International Contract Furnishing and Interior Design Exhibition).** 11-15 June 1978. At National Exhibition Centre. * Apply Westbourne Exhibitions Ltd, Crown House, Morden, Surrey SN4 5EB (01-540 1101).

**BIRMINGHAM: Kitchens and Bathrooms International.** 11-15 June 1978. At National Exhibition Centre. Apply Westbourne Exhibitions Ltd, Crown House, Morden, Surrey SN4 5EB (01-540-1101).

**BRIGHTON: Southern Floorcoverings Exhibition.** 2-5 October 1978. At Metropole Exhibition Centre. * Apply Peter Crofts, Southern Floorcovering Exhibitions Ltd, 30 Southgate, Chichester. Sussex PO19 1DP (Chichester (0243) 88423).

**LONDON: FIT (International Kitchen and Bathroom Show).** 19-26 November 1978. At Olympia. * Apply Building Trades Exhibition Ltd, 11 Manchester Square, London W1M 5AB (01-486 1951).

## Gas and oil extraction and distribution including offshore activities

### 1977

**ABERDEEN: Offshore Europe Exhibition and Conference.** 13-16 September 1977. At Bridge of Don Showground. † Apply Offshore Europe 77 Rowe House, 55/59 Fife Road, Kingston-upon-Thames, Surrey KT1 1TA (01-549 5831).

### 1978

**BRIGHTON: Oceanology International.** 5-10 March 1978. At Metropole Exhibition Centre. Apply BPS Exhibitions Ltd, 4 Seaford Court, 220/2 Great Portland Street, London W1N 5HH (01-388 2117).

**LONDON: SPE European Offshore Petroleum Conference and Exhibition.** 24-27 October 1978. At Earls Court. Apply Society of Petroleum Engineers, c/o Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (021-705 6707).

## Handicrafts

### 1977

**LONDON: International Craft and Hobby Fair.** 20-24 August 1977. At Wembley Conference Centre.

* Apply Toy Exhibitions (Southern) Ltd, 3 Rothesay Drive, Highcliffe-on-Sea, Christchurch, Dorset (Highcliffe 72711).

**LONDON: International Handicrafts and Do-It-Yourself Exhibition.** 15-29 October 1977. At Olympia. * Apply A. J. Kreps, Link House Publications Ltd, Link House, Dingwall Avenue, Croydon, Surrey CR9 2TA (01-686 2599).

## Heating and ventilating

### 1978

**BIRMINGHAM: HEVAC (International Heating, Ventilating and Air-Conditioning Exhibition).** 3-7 April 1978. At National Exhibition Centre. † Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, W. Midlands (021-705 6707).

## Horticulture and horticultural equipment

### 1977

**BIRMINGHAM: GLEE (International Garden and Leisure Exhibition).** 30 October-2 November 1977. At National Exhibition Centre. * Apply Inter Garden Promotions Ltd, Columbia House, 69 Aldwych, London WC2B 4DY (01-405 9292).

**NEW MALDEN: Institute of Groundmen's International Exhibition of Machinery, Equipment and Materials.** 6-8 September 1977. At Motspur Park. * Apply James R. Walsby Public Relations, Copthall House, St Ives Road, Maidenhead, Berks (Maidenhead (0628) 29498).

## Hospital, medical, surgical and dental equipment

### 1977

**LONDON: NAIDEX (National Aids for the Disabled Exhibition).** 9-12 November 1977. At Royal Horticultural Society's New Hall, Westminster. **THIS EVENT WAS PREVIOUSLY HELD IN BRIGHTON.** * Apply Naidex Conventions Ltd, Temple House, 36 High Street, Sevenoaks, Kent (Sevenoaks (0732) 59533/4).

### 1978

**LONDON: Bio-Medical Engineering Exhibition.** 4-6 April 1978. At Imperial College. † Apply Holdsworth Smith Ltd, 39 Victoria Street, London SW1 0EE (01-222 0077).

**LONDON: British Hospitals Exhibition 1978.** 5-8 June 1978. At Olympia. † Apply Fairs and Exhibitions Ltd, 21 Park Square East, Regent's Park, London NW1 4LH (01-935 8235).

## Jewellery and giftware

### 1977

**LONDON: International Gifts Fair.** 14-18 August 1977. At Olympia. * Apply Trade Promotion Services Ltd, Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (01-855 9201).

**LONDON: Wholesale Buyers Gift Fair.** 27 November-1 December 1977. At Mount Royal and Mostyn Hotels. **PLEASE NOTE CORRECT DATES.** * Apply Trade Promotion Services Ltd, Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (01-855 9201).

### 1978

**BIRMINGHAM: International Spring Fair.** 5-9 February 1978. At National Exhibition Centre. * Apply Trade Promotion Services Ltd, Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (01-855 9201).

**GLASGOW: Scottish Gift Fair.** 12-16 February 1978. At Kelvin Hall. * Apply Trade Promotions Services Ltd, Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (01-855 9201).

**LONDON: The Annual British Exhibition of Fine Jewellery and Sterling Silver.** 9-13 April 1978. At Goldsmith's Hall, Foster Lane. * Apply Organising Exhibition Committee, Administration Office, c/o Condor Public Relations Ltd, 299 Oxford Street, London W1R 1LA (01-499 7324).

## Leather, leather goods and fur

### 1978

**BIRMINGHAM: Leather and Associated Trades Show.** 25-27 April 1978. At National Exhibition Centre. * Apply Leather Institute, 9 St Thomas Street, London SE1 9SA (01-407-1582).

## Motor vehicles, motor cycles and cycles

### 1978

**LONDON: Racing and Sporting Motorcycle Show.** 7-14 January 1978. At Royal Horticultural Society's Halls, Westminster. * Apply Herbert Daniel (Holdings) Ltd, 19 Compton Terrace, London N1 1RY (01-226 7901).

**BIRMINGHAM: International Motor Show.** 20-29 October 1978. At National Exhibition Centre. **THIS EVENT WAS PREVIOUSLY HELD IN LONDON.** † Apply SMMT, 21-24 Grosvenor Place, London SW1X 7JF (01-235 7000).

## Music and musical instruments

### 1977

**LONDON: British Musical Instrument Trade Fair.** 14-18 August 1977. At Bloomsbury Centre Hotel. * Apply Association of Musical Instrument Industries, 62 Park View, Hatch End, Pinner, Middlesex HA5 4LN (01-428 4700).

## Office machinery and equipment

### 1977

**BIRMINGHAM: International Business Show.** 11-20 October 1977. At National Exhibition Centre. † Apply Business Equipment Trade Association, 109 Kingsway, London WC2B 6PU (01-405 6233).

### 1978

**LONDON: STATINDEX (British Stationery Show).** 15-18 January 1978. At Grosvenor House Hotel. * Apply British Stationery and Office Products Federation, 6 Wimpole Street, London W1M 8AS (01-580 9256).

**LONDON: MICROFORUM '78 Exhibition and Conference.** 13-16 June 1978. At Wembley Conference Centre. † Apply Business Equipment Trade Association, 109 Kingsway, London WC2B 6PU (01-405 6233).

## Packaging machinery and materials including containers

### 1978

**BRIGHTON: INTERPHEX (International Exhibition dealing with processing, packaging and handling of Pharmaceuticals, Cosmetics, Toiletry, Perfumery and Fine Chemical Products).** 18-21 April 1978. At Metropole Exhibition Centre. † Apply BPS Exhibitions Ltd 4 Seaford Court, 220/2 Great Portland Street, London W1 (01-388 2117).

## Philately

### 1977

**LONDON: British Philatelic Exhibition.** 19-22 October 1977. At Seymour Hall, Marylebone, London W1. * Apply The British Philatelic Exhibition Ltd, Room 26, No. 1 Whitehall Place, London SW1A 2HE (01-839 2321).

### 1978

**LONDON: STAMPEX (National Stamp Exhibition).** 28 February-4 March 1978. At Royal Horticultural Society's New Hall, SW1. * Apply Mr O. Hornung, Philatelic Traders Society Ltd, 27 John Adam Street, London WC2N 6HZ (01-930 6465/6).

## Photographic equipment

### 1978

**HARROGATE: Photography At Work Exhibition.** 30 January-2 February 1978. At Exhibition Centre. * Apply Maclaren Publishers Ltd, PO Box 109, Davis House, 69-77 High Street, Croydon, Surrey CR9 1QH (01-688 7788).

## Printing, stationery and printing machinery

### 1978

**BIRMINGHAM: NATPRINT (National Printing Machinery Exhibition).** 10-14 April 1978. At National Exhibition Centre. Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, W. Midlands (021-705 6707).

## Scientific instruments and nuclear equipment

### 1978

**LONDON: ALTEX (Automatic Laboratory Techniques Exhibition).** 21-23 February 1978. At West Centre Hotel. † Apply Morgan Grampian (Publishers) Ltd, 30 Calderwood Street, London SE18 6QH (01-855 7777).

**LONDON: LABWARE (Laboratory Equipment Exhibition).** 25-27 April 1978. At Bloomsbury Centre Hotel. † Apply British Laboratory Ware Association Ltd, 28 Worple Road, London SW19 4EE (01-947 5733).

## Ships and boats

### 1977

**SOUTHAMPTON: Boat Show.** 19-24 September 1977. At Mayflower Park. * Apply J. E. Artman and Partners, Exmoor House, Methuen Street, Southampton SO2 0FQ (Southampton (0703) 32348).

### 1978

**LONDON: International Boat Show.** 4-15 January 1978. **(4 JANUARY TRADE AND PRESS ONLY).** At Earls Court. * Apply National Boat Shows Ltd, Boating Industry House, Vale Road, Oatlands, Weybridge, Surrey KT13 9NS (Weybridge (0932) 54511).

**BIRMINGHAM: Boat and Leisure Life Show.** 24 February-5 March 1978. At National Exhibition Centre. * Apply Birmingham Boat Shows Ltd, 28 Colmore Circus, Birmingham B4 6AX (Birmingham (021) 236 3366).

## Sports goods and camping equipment, including caravans

### 1977

**BIRMINGHAM: ISLE (International Sports and Leisure Exhibition).** 16-19 October 1977. At National Exhibition Centre. * Apply Federation of British Manufacturers of Sports and Games Ltd, 145 Oxford Street, London W1R 1TB (01-437 7281).

**LONDON: Caravan Camping Holiday Show.** 10-20 November 1977. At Earls Court. * Apply Angex Ltd, Temple House, Temple Avenue, London EC4Y 0JA (01-353 4000).

**LONDON: Camping, Outdoor Holiday Exhibition and Motor Caravan Show.** 30 December 1977-8 January 1978. At Olympia. * Apply Trades Exhibitions Ltd, Exhibition House, Spring Street, London W2 3RA (01-262 2886).

## Textiles and textile machinery

### 1977

**BIRMINGHAM: DACTEX (Domestic and Contract Textiles Exhibition).** 13-17 November 1977. At National Exhibition Centre. * Apply Exhibition Managements Ltd, Unit 2 Central Park Estate, Staines Road, Hounslow TW4 5DT, Middlesex (01-572 2121).

# 5 UK FAIRS

## 1978

**MANCHESTER: KNITSEW (National Knitting and *Sewing Trades Exhibition*).** *28 February-1 March 1978. At Belle Vue.* **FORMERLY HELD IN BRIGHTON.** ** Apply Exhibitions for Industry Ltd, 157 Station Road East, Oxted, Surrey RH8 0QF (Oxted (988) 4371).*

## *Toys and games*

## 1978

**HARROGATE: International Toy Fair.** 7-12 January *1978. At Exhibition Centre and various Hotels. * Apply* Harrogate International Toy Fair Ltd, 8-9 Upper Street, Islington, London N1 0PP (01-226 6653).

**BIRMINGHAM: British Toy and Hobby Fair.** 14-19 January 1978. At National Exhibition Centre. * Apply *British Toy Fairs (International) Ltd, 80 Camberwell Road, London SE5 0EG (01-701 7271).*

## Watches and clocks

## 1977

**LONDON: *International Watch and Jewellery Trade Fair.*** *4-8 September 1977. At* Wembley Conference Centre. * Apply Iliffe Promotions Ltd, Dorset House, *Stamford Street, London SE1 9LU (01-261 8000).*

## *Water, effluent and air* treatment plant including anti-pollution, *cleaning and refuse* disposal equipment

## 1977

**BIRMINGHAM: International Reclamation and Disposal Exhibition.** 12-16 September 1977. At National *Exhibition Centre. Apply Maclaren Publishers Ltd, PO Box* 109, Davis House, 69-77 High Street, Croydon, Surrey CR9 1QH (01-688 7788).

## 1978

**BIRMINGHAM: *EWT + ENPOCON* (Effluent and Water Treatment Exhibition + Environmental Pollution Control Exhibition).** 13-17 *November 1978. At National Exhibition Centre. † Apply* Brintex Exhibitions Ltd, 178/202 Great Portland Street, London W1N 6NH (01-637 2400).

## *Other specialised fairs*

## 1977

**HARROGATE: Northern Antique Dealers Fair.** 15-22 September 1977. *At Royal Baths Assembly Rooms. * Apply Northern Antique Dealers Fair Ltd,* 408 Leeds Road, Bradford BD3 9RE (Bradford (0274) 23223).

**BRIGHTON: FIRETECH (International Fire Protection and Control Exhibition and Conference).** 26-30 *September 1977. At Metropole Exhibition Centre. Apply* Brintex Exhibitions Ltd, 178/202 *Great Portland Street, London W1N 6NH (01-637 2400).*

**LONDON: SALON '77 (International Hairdressing *and Beauty Trade Fair*).** 2-4 *October* 1977. *At Wembley* Conference Centre. * Apply Iliffe Promotions Ltd, Dorset House, Stamford Street, London SE1 9LU (01-261 8000).

**LONDON: INTERSTREET (Street Furniture Exhibition).** 9-12 December 1977. At Alexandra Palace. Apply *Intermark Group Ltd, 6 Station Approach, Epsom, Surrey* (Epsom (78) 25966).

## 1978

**LONDON: Amusement Trades Exhibition.** 24-26 *January 1978. At Alexandra Palace. * Apply* Amusement Trades Exhibitions Ltd, 122 Clapham Common North Side, London SW4 9SP (01-228 4107).

**LONDON: IFSSEC '78 (International Fire, Security and Safety Exhibition and Conference).** 24-28 April *1978. At Olympia. * Apply Victor Green Publications Ltd,* 106 Hampstead Road, London NW1 2LS (01-388 7661).

**HARROGATE: *British Pet Industry Exhibition.*** 23-25 April 1978. At Exhibition Centre. * Apply Pet Store Trader, Old Colony House, South King Street, *Manchester M2 2DA (Manchester (061) 834 8451).*

**LONDON: Fine Arts and Antiques Fair.** *9-17 June 1978. At Olympia. * Apply Earls Court and Olympia Ltd,* Warwick Road, London SW5 9TA (01-385 1200).

**ABERDEEN: *International Fisheries and Marine* Equipment Exhibition.** 14-18 June 1978. At Queens Link. Apply Eagle Exhibition *Consultants Ltd, 110 Fleet Street, Ludgate House, London EC4A 2JL* (01-353 4885/9).

**LONDON: Grosvenor House Antiques Fair.** 14-24 June 1978. At Grosvenor House. * Apply David Cohen, Grosvenor House, Park Lane, London W1A 3AA *(01-499 6363)*


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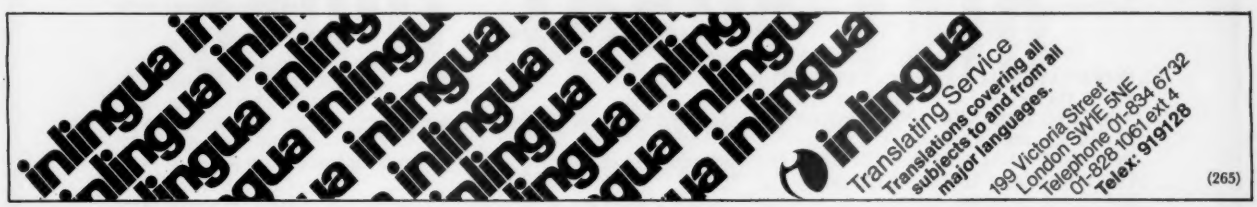


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National Stadium, Singapore ... 18th-22nd June 1978

**PUBLIC WORKS-ASIA '78** (International Street and Highway Construction, Traffic Control, Water Works, Environmental Waste Control and Municipal Services Exhibition)
National Stadium, Singapore ... 7th-11th October 1978

**ENEX-ASIA '78** (2nd International Exhibition of Electronics and Electrical Engineering)
Hotel Hyatt, Singapore ... 6th-10th November 1978

**IMAC-ASIA '79** (2nd International Exhibition of Materials and Cargo Handling)
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**CANADIAN MINING AND AGGREGATE EQUIPMENT EXHIBITION**
Toronto ... 12th-14th October 1977

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**WESTERN CONSTRUCTION MATERIALS AND EQUIPMENT SHOW**
Vancouver ... 15th-17th November 1977

**NATIONAL PETROLEUM SHOW**
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**B.C. INTERNATIONAL FOREST INDUSTRIES EQUIPMENT EXHIBITION**
Vancouver ... 27th-29th September 1978

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Toronto ... 13th-15th October 1978

## WEST GERMANY – BERLIN

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**BURO-DATA** (Office Equipment and Data Processing) ... 12th-15th October 1977
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**EL-FA** (Electrical Engineering) ... 1st-5th November 1977
**INTERNATIONAL GREEN WEEK** (Food Processing and Products) ... 27th January-5th February 1978
**ITB** (International Tourism Exchange) ... 4th-12th March 1978
**BSF** (Boats, Sports and Leisure) ... 4th-12th March 1978
**INTERCHIC** (Fashion Fair) ... 9th-13th April 1978
**MEDICAL TECHNOLOGY** (Exhibition an.. Congress) ... 16th-20th May 1978
**PARTNERS IN PROGRESS** (Overseas Import Fair) ... 30th August-9th September 1978
**INTERCHIC** (Fashion Fair) ... 7th-11th October 1978
**KULINARIA** (Catering and Foodstuffs) ... 4th-12th November 1978
**MEDCOMP** (Medical Electronics Exhibition and Congress) ... February 1979
**PHARMACY AND MEDICAL TECHNOLOGY** ... June 1979

*For further information please contact:*
**N. F. KEENAN & ASSOCIATES, International Publishing and Exhibition Representatives,**
**Crown House, Morden, Surrey, SM4 5EB, England. Telephone: 01-540 1101. Telex: 946726**

## UNITED KINGDOM

**4TH SPECIBUILD '78** (London's Building Products Exhibition for the Professional)
Olympia, London ... 16th-19th May 1978

**13TH DECOR INTERNATIONAL '78** (The International Contract Furnishing and Interior Design Exhibition)
National Exhibition Centre, Birmingham ... 11th-15th June 1978

**3RD KITCHENS & BATHROOMS INTERNATIONAL '78**
National Exhibition Centre, Birmingham ... 10th-15th June 1978

**20TH SHOPEX INTERNATIONAL '78** (The International Self-Service Display Equipment & Shopfitting Exhibition)
National Exhibition Centre, Birmingham ... 11th-15th June 1978

*For further information please contact:*
**WESTBOURNE EXHIBITIONS LTD, Crown House, Morden, Surrey, SM4 5EB, England. Telephone: 01-540 1101. Telex: 946726**

**ENCIRCLE TI 28 ON PAGE 30 FOR FURTHER INFORMATION**

# Overseas trade exhibitions

## British firms provide only national stand at Uppsala

**From Roger Cambridge, British embassy, Stockholm**

To mark the 500th anniversary of the University of Uppsala, the Scandinavian Society of Anaesthesiologists held its fourteenth congress there between 28 June and 2 July. A small exhibition of medical equipment was mounted to coincide with the congress. Exhibitors were thus presented with an ideal opportunity to display their products to a highly professional and international group.

The congress attracted over 500 participants, of whom more than half came from overseas. A total of 36 countries were represented.

The British Health Care Export Council, supported by the British Overseas Trade Board, sponsored a joint venture at this event. Eight British companies took part and displayed a wide range of products on the only national stand at the exhibition. A number of other British firms exhibited on their agent's stands.

The companies on the joint venture stand without exception already had agents in Sweden, all of whom were present on the British stand or stands of their own.

**Serious inquiries**

The success of this highly-specialised exhibition should not be measured simply in terms of business won, although most of the British companies received serious inquiries. Account must also be taken of the valuable contacts either strengthened or made during the event. In this respect all members of the joint venture agreed that the exhibition had been very worthwhile.

## UK to exhibit at Cairo fair

A British pavilion is being organised by the British Overseas Trade Board at the Cairo international fair from 11 to 25 March 1978, provided there is sufficient response from industry. While the fair's coverage is wide, product areas of promise include agricultural drainage equipment, agricultural machinery, building machinery, electrical equipment, hotel and catering equipment, machine tools, port handling equipment, power units, sewage and water purification equipment, spinning and weaving equipment, and tractors.

Egypt's position in the Arab world ensures that she is a beneficiary of financial assistance from her oil-rich Arab neighbours, and the investment of foreign capital and free zones law is specifically designed to encourage these revenues. There are opportunities therefore for UK industrialists to follow up the initial sale of goods with local manufacture.

Further details including costs and an application form for space are available from P. G. H. Robinson, Room 115, Hillgate House, 26 Old Bailey, London EC4M 7HU, tel. 01-248 5757 ext. 7314. The closing date for applications is 16 September 1977.


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9 Argyll Street, London W1V 2HA
Tel: 01-437 5984. Telex: 25983

ENCIRCLE TI 556 ON PAGE 207 FOR FURTHER INFORMATION

# Overseas trade
# export services

## Clearway offers exhibition haulage to E. Europe and US

Clearway Trucking, Canterbury, a specialist exhibition haulage company, has introduced an overland service to Czechoslovakia.

Clearway offers a door-to-door driver accompanied service to overseas exhibitions, shows and trade fairs.

From its depot at Aylesham, the company can deliver stand fittings, heavy plant and abnormal loads using the choice of either TIR 12 m tilts, step frame super cubes or low loaders.

Clearway says that it will take the client's products out to the exhibition area and bring them back afterwards, and also collect from one exhibition and take the consignment to another exhibition, irrespective of venue.

Clearway also supplies a door-to-door service to the US, either as a driver accompanied service or otherwise Clearway's agents in America will take the consignment to the specific venue and reload at the end of the show.

**Further information: circle 592**

## New specialist multi-language service for literature

LS and A Advertising and Print Consultants, offers a new, complete creative, production and distribution service for all forms of printed materials, from brochures, posters and point-of-sale items to local advertising kits and entire corporate identity programmes for multi-language, multi-market projects.

The company says two principal benefits accrue from its centralised handling. First, the exporter retains full control over the style and content of his sales literature. Secondly, colour illustrations can be made common to all versions of a brochure, with different language translations overprinted as required. This significantly reduces origination costs, cuts machine time, and allows economies to be achieved.

LS and A numbers among its clients major manufacturers of tractors, harvesting equipment, outboard motors, chemical products, hotels, computers and jewellery.

**Further information: circle 593**

## New data services

Exporters of goods and services related to the transport industry in Europe, and transport companies and freight and travel agencies, may find the new data service of Brown Mansell Associates of interest.

The service consists of a statistical summary (each issue with coverage of 1000 different data items) up-dated each quarter covering transport traffics, vehicles in use and new vehicle sales; expenditure on travel and transport, etc. Thirty countries are continuously monitored.

This low-cost service provides a continuous review of current trends and an up-to-date market research and planning base when required, says Brown Mansell. Estimates are included to cover the many gaps and deficiencies in national data.

Brown Mansell Associates is also heading a consortium of international consultants in the preparation of an entirely new integrated and quantitative survey of industrial, consumer, trade, and international transport prospects over the next five years in the European, Mediterranean, and Middle East areas.

Over 40 countries are included, with a total population of 650 million, and a national income higher than that of the US and Japan combined.

Detailed trade and transport forecasts for 60 product groups will be provided.

**Further information: circle 594**

## Improved facilities at Gatwick Airport

A new taxiway and apron area capable of taking all-cargo aircraft including a stand designed for the Boeing 747 jumbo jet are being built at London's Gatwick Airport.

The new facilities will connect the recently opened cargo sheds directly with the airport's current taxiway system, giving easier handling and faster turnround of cargo aircraft.

The new area will be able to take Boeing 747 aircraft, as well as four other smaller aircraft. The 747 can take 100 tonnes of cargo in a single load so speed of handling is essential. The new facilities will reduce the current need to truck palletised cargo from the sheds to the present parking areas. This will reduce the time the aircraft has to spend on the ground and consequently help to keep freight costs down.

Gatwick's new cargo facilities are part of the multi-million pound development programme.

**Further information: circle 595**

## Pandoro trailer fleet expands

Trailer orders worth £1 million have been placed by Pandoro, part of P&O Unit Loads, for further expansion of its integrated ferry and haulage service between Great Britain and Ireland.

The orders are for 230 van and platform trailers from five different manufacturers, with deliveries phased from July to September this year.

These orders will bring Pandoro's trailer fleet up to well over 2000 load-carrying units, while further orders are under consideration. Major expansion is required for business growth, including the recent introduction of a third ro/ro ferry on Pandoro's daily-return ferry services between Fleetwood and Larne, and Fleetwood and Dublin.

**Further information: circle 596**

## Vintage aircraft takes ACL ro/ro route

A vintage aircraft of a type actually flown by Lindbergh 40 years ago was shipped from Liverpool to Halifax, N.S. in Atlantic Container Line's 20 858 ton ro/ro container vessel *Atlantic Span*.

The aircraft, a Whitney Straight two-seater, low-wing monoplane, was on its way to the annual convention of the International Experimental Aircraft Association at Oshkosh, Wisconsin, where there will be an exhibition of vintage aircraft to mark the anniversary of Lindbergh's historic flight.

The aircraft was flown to Speke Airport, Liverpool, where the wings were removed and the aircraft made ready for loading into the *Atlantic Span* at the Royal Seaforth terminal. After being re-assembled at Halifax the aeroplane will be flown to Oshkosh. Eventually the aircraft will go to the Lindbergh Museum in Hawaii.

**Further information: circle 597**

### News of services for exporters

If your company has recently introduced a new service for exporters – in, for example, the packing, forwarding, shipping, airfreighting, banking or translation fields – we would be glad to have details, plus a good black and white photograph where appropriate.

Items for inclusion in our fortnightly 'Export Services' feature should be addressed to the Overseas Editor, 'Trade and Industry', Room 439, 1 Victoria Street, London SW1.

Advertisers who wish to be associated with this feature should contact Mike White at T. G. Scott's on 01-242 6264.

### Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

# Overseas trade country data

## Australia

**Industries Assistance Commission reference on clothing, textiles and footwear.** A notice in *Trade and Industry*, 22 April, reported a reference to the Industries Assistance Commission in respect of the above-mentioned products for inquiry and report by 30 September 1977.

The government has now decided to extend the deadline for these reports beyond 30 September in order to allow adequate time for consideration of the draft reports by interested parties prior to public hearings; it is expected that the draft reports will be released late in July and the government expect to receive the final reports by the end of October.

This extension of deadline applies also to brassieres which was the subject of a separate notice in *Trade and Industry*, 22 April.

Further details will be published as soon as they become available.

Inquiries: CRE 01-215 5319. Ref: CRE 671/77 – 677/77

**Controls on overseas borrowing.** A notice in *Trade and Industry*, 27 May, reported a variation in the application of the controls on overseas borrowing. The Australian Treasurer announced on 6 July that as from 7 July the variable deposit requirement on overseas borrowings of two years or more would be suspended. From the same date the embargo on overseas borrowing for less than two years reverted to the pre-17 January situation of applying to borrowings for less than six months.

Copies of the Treasurer's statement are available from Room 336, Department of Trade, 1 Victoria Street, London SW1H 0ET.

Inquiries: CRE 01-215 5319. Ref: CRE 36473

**Industries Assistance Commission reference on carpets.** A notice in *Trade and Industry*, 22 July, reported the government's decision on the Temporary Assistance Authority's recommendations following its inquiry into the question of temporary assistance for the local carpet industry.

It has now been announced that the acting Minister for Business and Consumer Affairs has referred the question of the long-term assistance needs of the industry to the Industries Assistance Commission for inquiry and report. The reference embraces carpets, carpeting and other goods of a kind falling within tariff item 58.01 or 58.02 (other than goods of terry fabric falling within tariff item 58.02.1).

UK firms or trade associations intending to submit evidence at the public hearings, the dates and locations of which will be published as soon as they are known, should advise the Secretary, Industries Assistance Commission, PO Box 80, Canberra, ACT 2600 Australia, without delay. Evidence may be submitted either through the accredited agent of the firm or trade association concerned, or through the Australian-British Trade Association, 6th Floor, Dorland House, 18-20 Lower Regent Street, London SW1Y 4FW, tel. 01-930 2524, who will represent UK interests if authorised. The association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member.

Inquiries: CRE 01-215 5319. Ref. CRE 1027/77

## Bangladesh

**Price control of imported medicines and drugs.** The Bangladesh Ministry of Commerce has fixed maximum retail selling prices for certain imported medicines and drugs (including commission/discount to retailers).

Copies of this list are available to British exporters from OTAR 01-248 5757 ext. 420/475.

## Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exports (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension.

## Barbados

**Metrication.** The Barbados authorities have introduced a new Weights and Measures Act which is designed initially to give metric units legal parity with the corresponding Imperial standards of measure. Eventually, the metric system of units will replace Imperial weights and measures.

The date of commencement of the Act has yet to be announced.

Inquiries: OTAR 01-248 5757 ext. 7312/456/457.

## Brazil

**Agricultural chemicals.** Customs Policy Council resolution 2979, published in the *Diario Oficial*, 27 June, made alterations in the lists of goods affected by the terms of resolution 2941, which granted exemption from duty to chemicals intended solely for agricultural purposes. The alterations are as follows:

The following was **excluded** from the list:
29.22.99.00 a,a,a-trifluoro-2,6-dinitro-N,N-dipropyl-p-toluidine (Trifluralin) in a minimum concentration of 90 per cent
The following **added** to the list:
29.25.99.00 2-ethyl-6-methyl-N-(1-methyl-2-methoxy-ethyl) chloroacetanilide
29.31.54.00 0,0-dimethyl-S-(N-methyl-carbamoyl-methyl) dithiophosphate (Dimethoate) in a minimum concentration of 94 per cent
38.11.03.02 S,S,S-tributyl-trithiophosphate in a minimum concentrate of 70 per cent
38.11.03.02 Tributyl phosphorotrithioate in a minimum concentrate of 71 per cent

Inquiries: OTAR 01-248 5757 ext. 476/474.

**Reference prices on photographic films.** Customs Policy Council resolution 2978, published in the *Diario Oficial*, 26 June, established reference prices on photographic films, under tariff headings 37.01.02.00 and 37.01.03.00, as follows:

| Tariff heading | Goods | Reference price US $/kg |
|---|---|---|
| 37.01.02.00 | Monochrome photographic film: | |
| | With a thickness less than 0.30 mm | 5.70 |
| | With a thickness equal to, or exceeding 0.30 mm | 4.20 |
| 37.01.03.00 | Colour photographic film | 4.90 |

Inquiries: OTAR 01-248 5757 ext. 476/474.

**Reference prices on calculating machines.** Customs Policy Council resolution 2980, published in the *Diario Oficial*, 27 June, established new reference prices on calculating machines, under tariff heading 84.52.99.00, as follows:

| Goods | Reference price US $/unit | |
|---|---|---|
| | Assembled | Kit |
| a Portable calculating machines, up to 23 keys | 12 | 10 |
| b Portable calculating machines, over 23 keys | 25 | 20 |
| c Table calculating machines, not having a print-out | 58 | 46 |
| d Table calculating machines, having a print-out | 100 | 80 |

Inquiries: OTAR 01-248 5757 ext. 476/474.

**Reference prices.** Customs Policy Council resolutions 2981, 2986, 2987 and 2988, all published in the *Diario Oficial* of 7 July, established

new and revised reference prices on a range of tools included in the following tariff headings:

82.03.03.00 82.04.15.00 82.05.03.00 85.05.01.03 85.05.01.99

The list of prices is extensive and hence not published here, however, exporters wishing to know if their products are affected should contact OTAR.

Resolution 2982, published in the *Diario Oficial* of 7 July, established a reference price on synthetic woven fibres for the manufacture of tyres, under tariff heading 51.04.01.03, of US$3.03 per kg-cif.

Inquiries: OTAR 01-248 5757 ext. 476/474.

**Proposed duty increases.** Customs Policy Council edital 847, published in the *Diario Oficial*, 15 July, gave notice that the council was considering an increase in the import duty incident on cuprous cyanide, under tariff heading 28.43.03.00, of from 25 per cent to 45 per cent.

Edital 854, published in the *Diario Oficial*, 7 July, gave notice that the council was considering a proposed duty increase on 'polymerised 2,2,4-trimethyl-1,2-dihydro-quinoline', under tariff heading 38.19.13.00 'ex', from 20 per cent to 50 per cent.

Inquiries: OTAR 01-248 5757 ext. 476/474.

**Duty exemptions.** Customs Policy Council resolution 2985, published in the *Diario Oficial*, 7 July, exempted from duty until 31 December a quota of 25/424 tonnes of asbestos fibre, under tariff heading 25.24.02.00. The fibre affected is that of the chrysotile variety with a length of fibre between types 4A and 6D and the crocidolite and amosite varieties with a length of fibre between types 3K and 4T, all on the Canadian classification.

Resolution 2984, published in the *Diario Oficial*, 7 July, exempted monocomponent insulin, under an 'ex' (exception) heading to tariff number 30.03.02.00, for a period of one year, from import duty. The concession came into force on the date of publication.

Inquiries: OTAR 01-248 5757 ext. 476/474.

**Duty reductions.** Customs Policy Council edital 848, published in the *Diario Oficial*, 20 June, gave notice that the council was considering a proposed reduction in the duty incident on 'haemodialysing units for artificial kidneys' under an 'ex' heading of tariff number 84.18.99.01, of from 75 per cent to 15 per cent.

Customs Policy Council resolution 2983, published in the *Diario Oficial*, 7 July, reduced the import duty on garlic (other than powder), of tariff heading 07.01.04.00, from 145 per cent to 45 per cent. The concession is for a quota of 12 000 tonnes and is valid until 31 December 1977.

Inquiries: OTAR 01-248 5757 ext. 476/474.

## Dominica

**Import licensing.** It was reported in *Trade and Industry* 8 April, page 32) that the Dominican government had placed all goods irrespective of origin on the import licensing list.

The Dominican authorities announced on 2 June 1977 that implementation of the new licensing system was to be postponed for six months, with immediate effect.

Inquiries: OTAR 01-248 5757 ext. 7312/456/457.

## Finland

**Tariff changes.** As from 1 July in accordance with the EEC/Finland free trade agreement, Finland further reduced her import duties on most industrial goods of EEC origin. UK manufactured goods which qualified for duty-free entry into Finland prior to 1 July will continue to enter duty-free.

Inquiries: OTAR 01-248 5757 ext. 458/461.

**Regulations on tobacco products.** The Finnish authorities have published two decrees on measures to limit tobacco smoking. Law 225/77 gives details of health warnings on retail sales containers, and law 227/77 gives permitted limits for dangerous substances in tobacco products. Unofficial translations of these laws are available.

Inquiries: OTAR 01-248 5757 ext. 458/461.

## Greece

**Car taxes.** The special levy on motor vehicles has been raised in addition to the increase in the special consumer tax on cars reported in *Trade and Industry*, 3 June.

In respect of cars with an engine capacity of up to 1200 cc the levy will remain at Dr 50 per cc while in respect of cars between 1201 and 1800 cc the levy will remain at Dr 100 per cc as reported in *Trade and Industry*, 6 August 1976.

Cars of an engine capacity of over 1800 cc will now be liable to a levy of Dr 75 per cc for the first 1200 cc and Dr 150 per cc for each cc above 1200 cc. The total levy may not amount to less than Dr 25,000.

Inquiries: OTAR 01-248 5757 ext. 439.

## Israel

**Import licensing.** The following items have now been included in the negative licensing list (this is a list of items which are subject to administrative restrictions – import licences are not normally granted for these items):

| CCCN no. | Description |
|---|---|
| ex 43.03 | Worked raw animal skins (not new) |
| ex 59.15 | Hosepiping for fire-fighting |
| ex 63.02 | Rags of 60 × 40 cm in size |

Inquiries: OTAR 01-248 5757 ext. 458/461.

**Standard for electric pillows.** The following Israeli standard has been declared official and compliance with it will be compulsory 60 days from 21 June.

IS no. 583 – Electric Pillows

The Standards Institution of Israel issues an English translation of the standard and copies may be obtained from the British Standards Institution Library, 2 Park Street, London W1, tel. 01-629 9000, telex 266933.

British exporters requiring technical advice are advised to contact Technical Help to Exporters, British Standards Institution, Maylands Avenue, Hemel Hempstead, Herts HP2 4SQ (tel. 0442 3111, telex 82424).

Inquiries: OTAR 01-248 5757 ext. 458/461.

## Mozambique

**Regulations governing enterprise activities.** Decree law 18/77 came into force on 28 April and sets out the regulations governing the activities of enterprises controlled by administrative commissions, existing private enterprises, and new private enterprises.

For example private enterprises are required, *inter alia*, to cooperate with national economic plans, and submit plans, accounts and other information to the state when requested.

The transfer of capital and remission of profit are permitted (subject, of course, to prior approval by the authorities) provided a number of conditions are satisfied.

The state reserves the right to participate in new enterprises involving foreign capital, and the constitution of a new company requires official approval.

More detailed information can be obtained from CRE 01-215 5794.

## Norway

**July 1977 tariff rates.** On 1 July, under the terms of the EEC/Norway Agreement, duties on most industrial goods imported into Norway from the original EEC member states and the Irish Republic were further reduced. Many of these goods will now enter Norway free of import duty. UK manufactured goods which qualified for

duty-free entry into Norway during the first half of 1977 will continue to enter duty free. The correct documentation must accompany goods for which preferential tariff treatment is claimed.

Inquiries: OTAR 01-248 5757 ext. 458/461.

## Oman

**Additional information on agency legislation.** A notice in *Trade and Industry*, 15 July, the ministerial decision which regulates the implementation of royal decree 26/77 has now been received.

Copies are available from OTAR 01-248 5757 ext. 475/420.

**Importation of animals, meat etc.** A royal decree has been issued to safeguard animal husbandry and veterinary examination. The enactment, provides for the formalities to be observed by importers before importing animals, meat and other animals products. The law provides that all imported animals, meat and other related items will be subject to veterinary medical examination. It empowers the Minister of Agriculture, Fisheries, Petroleum and Minerals to ban the import of animals and meat from disease-ridden areas.

Under the terms of the new law the importers must present

1 a medical certificate from the exporting country testifying that the items/animals have been medically examined and declared fit before shipment.
2 Reports certifying that the items/animals have not been in contact with diseased animals and that the shipment did not pass by or unload in a disease-ridden area.

If the reports together with the medical certificate are not produced at the health counter soon after the arrival of the goods, the importer will be obliged to return the shipment to the place of embarkation.

Inquiries: OTAR 01-248 5757 ext. 475/420.

## Senegal

**Customs duty exemptions.** The government of Senegal has issued details of goods which are now exempt from Customs Duty. These include certain goods under CCCN nos:

07.01; 07.05; 10.01; 10.05; 10.06; 10.07; 12.01; 12.03; 17.01; 24.01; 28.02; 28.16; 28.17; 29.01; 32.05; 38.11; 85.13; 85.15; 87.11; 87.13; 89.01; 94.02; 98.03; 98.04; 98.05; 98.06; and all goods under chapters 01; 30; 31; 37; 49; and 88.

Inquiries: OTAR 01-248 5757 ext. 472/471/473/462.

## Singapore

**Tariff amendments.** The Singapore government has issued the Customs Duties (Amendment no. 5) Order 1977 which came into force on 17 June 1977 whereby amendments are made in the Singapore customs tariff as follows:

| CCCN | Description | Unit of quantity | Customs duty Full | Pref | Excise |
|---|---|---|---|---|---|
| **a by deleting the heading no. 61.10 000 thereof and substituting therefor the following:** | | | | | |
| 61.11 000 | Made up accessories for articles of apparel (for example, dress shields, shoulder and other pads, belts, muffs, sleeve protectors, pockets): | | | | |
| 1 | Appliques; shoulder and other pads, linings, pockets and like accessories for garment industries; textile cloth badges, textile service belts, epaulettes, lanyards, shoulder titles and similar articles for military and uniformed organisations; acceptable to the Comptroller of Customs and Excise | value | Nil | Nil | Nil |
| 2 | Other | value | 15% | 15% | Nil |
| **b by deleting the heading no. 73.10 and substituting therefor the following:** | | | | | |
| 73.10 Bars | Bars and rods (including wire rod), of iron or steel, hot-rolled, forged, extruded, cold formed or cold finished (including precision-made); hollow mining drill steel: | | | | |
| 100 | Wire rod | t | Nil | Nil | Nil |
| 200 | Mild steel round reinforcement bars and high tensile deformed bars of sizes 6 mm to 32 mm | t | $80 | $80 | Nil |
| 900 | Other | t | Nil | Nil | Nil |
| and | | | | | |
| **c by inserting immediately after sub-heading no. 94.03 900 thereof the following sub-heading:** | | | | | |
| 900-1 | Tool boxes | value | Nil | Nil | Nil |

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

## Spain

**Fire escapes: joint venture.** In the Spanish *State Gazette* 8 July, the Spanish authorities published approval under the special system of joint assembly of a pro-forma resolution for the manufacture of fire-escapes with ladder lengths of at least 30 m.

The parts, components and ancillary material which may have to be imported for inclusion in the Spanish manufacture (which cannot be made locally) will be subject to a reduction of 95 per cent of the corresponding import duty.

On application a specific resolution could be approved by the Spanish Directorate of Tariff Policy given a technical and sufficiently detailed description of the parts, components etc to be imported with the reduced import duty provided the total value of such parts does not exceed 64 per cent of the total industrial cost price during the first year; 44 per cent during the second and third year and 36 per cent during the fourth year.

The pro-forma resolution will be valid for four years from 8 July 1977.

British exporters interested in proposing themselves as potential partners should send details of their equipment to the British Embassy, Commercial Department, Fernando El Santo 16, Madrid 4, which will make local inquiries on their behalf.

Inquiries: OTAR 01-248 5757 ext. 461/458/459/460.

**Polypropylene tubes and coal – duty-free import quotas.** The Spanish *State Gazette*, 8 July, published royal decree 1934/1977 of the Ministry of Commerce establishing a duty-free quota for the importation of 360 tonnes of extruded polypropylene tubes with an outside diameter of 800 mm and a thickness over 30 mm to be able to operate under a working pressure of over 3.9 kg per square centimetre, CCCN headings 39.02.L.2 and 39.07.B.3.

The *State Gazette*, 8 July, also published royal decree 1633/1977 of the Ministry of Commerce increasing by 500,000 tonnes the quota for the importation of coal free of import duty to be used in the production of electrical power, CCCN heading 27.01.A. This quota is valid from 2 July to 31 December 1977.

The above quotas will be allocated by the Ministry of Commerce.

Inquiries: OTAR 01-248 5757 ext. 461/458/459/460.

## South Africa

**Customs tariff changes.** The following amendments were published in the South African *Government Gazette*, 1 July.

R.1178 CCCN 41.02 and 41.08. The rate of duty on calf leather of 1.67 m² or more per skin and on certain other bovine cattle leather and equine leather is amended from 250c per m² less 40% of the fob price to 10% or 250c per m² less 40% of the fob price. The rate of duty on imitation patent leather is also amended from 240c per m² less 45% of the fob price to 10% or 240c per m² less 45 per cent of the fob price.

R.1180 CCCN 84.62 and 85.21: 1 The rate of duty on parts for cup and cone assemblies of single row tapered roller bearings of the types provided for in subheading no. 84.62.20.20, is increased from 3% (General) and free (Preferential) to 30% (General) and 27% (Preferential). 2 The rate of duty on transistor elements (unmounted) including undiced discs (wafers) is reduced from 35% (General) and 30% (Preferential) to 5% (General) and free (Preferential).

**Industrial Rebates**

R.1181 Item 316.01. CCCN 84.62: 1 Provision is made for a rebate of the full duty on rollers and on steel balls of a diameter exceeding 12 mm for the manufacture of bearings. 2 The extent of rebate of duty on cages, seals or side

shields, of steel, or artificial plastic material, and unworked rings of iron or steel, for the manufacture of bearings is amended from not exceeding the *preferential duty* to *full duty*.

Inquiries: OTAR 01-248 5757 ext. 471/472/473/462.

## Thailand

**Imports of porcelain insulators.** The Thai Ministry of Commerce has issued notice 83, BE 2520 which came into force on 23 June and states that the importation of porcelain insulators of the following types into the kingdom is prohibited unless such goods have been shipped on board the vehicle from the country of departure to Thailand before this notice came into force or permission in writing has been obtained from the Minister of Commerce or a person authorised by him.

a Spool type of the following sizes:
1 EEI-NEMA Class 53-2, or 2 ASA Class 53-2, or 3 ANSI Class 53-2
b Strain type of the following sizes:
1 EEI-NEMA Class 54-1, or 2 ASA Class 54-1, or 3 ANSI Class 54-1, or 4 EEI-NEMA Class 54-2, or 5 ASA Class 54-2, or 6 ANSI Class 54-2, or 7 EEI-NEMA Class 54-4, or 8 ASA Class 54-4, or 9 ANSI Class 54-4.
c Pin type of the following sizes:
1 EEI-NEMA Class 55-2, or 2 ASA Class 55-2, or 3 ANSI Class 55-2, or 4 EEI-NEMA Class 56-2, or 5 ASA Class 56-2, or 6 ANSI Class 56-2, or 7 EEI-NEMA Class 56-3, or 8 ASA Class 56-3, or 9 ANSI Class 56-3.

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

## Trinidad and Tobago

**Filters for motor vehicles: import licensing.** By notice to importers, 2 of 1977, the Trinidad and Tobago authorities have announced that licences are now required for the importation under tariff heading 87.06 of air and oil filters for all types of motor vehicles.

Inquiries: OTAR 01-248 5757 ext. 7312/456/457.

## USSR

**Consular legalisation.** Following discussions between the British embassy in Moscow and the Ministry of Foreign Affairs of the Union of Soviet Socialist Republics, the Soviet Union has confirmed that as British legislation does not require consular legalisation of documents relating to the granting of patents to applicants of those countries whose governments grant British citizens analogous privileges, it will no longer demand legalisation of documents annexed to applications from British applicants.

Inquiries: Industrial Property and Copyright Department, tel. 01-405 8721 ext. 3243.

## United States

**Flammable contact adhesives.** The *Federal Register*, 13 July, published rules proposed by the Consumer Product Safety Commission to ban 'extremely flammable' contact adhesives in containers of more than one half pint. Written comments should be sent by 12 September.

Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

**Construction tractors: noise emission.** The *Federal Register*, 11 July published a proposal by the Environmental Protection Agency (EPA) for noise emission standards for wheel and crawler type tractors manufactured for construction application. Written comments by 30 September 1977.

Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

**Escape clause investigation into high carbon ferro-chromium.** The United States International Trade Commission have started an investigation into imports of ferro-chromium containing over 3 per cent by weight of carbon. A public hearing will be held on 11 October.

Inquiries: CRE 01-215 5629.

**Imports of speciality steels under quota.** A new quota period has now opened. The following table, derived from statistics made available by the US Customs Service, shows the products which are subject to quotas, the US quotas from the EEC for the 12 months 14 June 1977 to 13 June 1978, and US imports of the products concerned from the EEC during this period, as at 15 July 1977:

| Product | US import quotas for 12 months 14 June 1977 to 13 June 1978 (pounds weight) | US imports during this period as at 15 July 1977 (pounds weight) |
|---|---|---|
| *Sheet and strips of stainless steel (item 923.20)* | 32 600 000 | 3 515 009 |
| Plates of stainless steel (item 923.21) | 6 000 000 | 774 406 |
| *Bars of stainless steel (item 923.22)* | 5 200 000 | 544 164 |
| Wire rods of stainless steel (item 923.23) | 15 200 000 | Quota filled |
| Bearing steel (item 923.25) | 7 000 000 | 68 929 |
| *Alloy tool steel (item 923.26)* | 7 000 000 | Quota filled |

Inquiries: CRE 01-215 5629.

## Zambia

**Foreign exchange.** Exporters to Zambia are reminded that suppliers are still having to wait eight to 10 months after bills have been paid to the local bank in Zambian Kwacha before payment is remitted in sterling or other foreign currency. The delay varies from bank to bank and results from Zambia's continuing shortage of foreign exchange. Some slight easing of the position to an even eight and a half month delay irrespective of the bank concerned is hoped for in the near future but significant improvement is not in sight.

Inquiries: CRE 01-215 5794.

## Candle lamps from Britain

A selection of Mason candle lamps being examined by Pat Thompson, a director of Staines Catering Equipment International, who will be promoting a full range of her company's equipment during the Birmingham Chamber of Industry and Commerce trade mission to Kenya, Tanzania, Zambia and Mauritius from 11 to 28 September.

# European community news

## Little progress on community fisheries policy

The UK case for extended exclusive zones for the fishermen of coastal member states was rejected by the commission at the meeting of EEC agriculture ministers in Brussels on 18 to 19 July.

Reporting to the Commons on the outcome of the meeting, Minister of Agriculture, Fisheries and Food, John Silkin said that the UK had warned that unless there was agreement on an exclusive zone of 12 miles with a dominant preference for UK fishermen within the zone from 12 to 50 miles the UK would return to Britain's original demand for an exclusive zone of up to 50 miles. Britain also re-emphasised the right to take unilateral conservation measures where appropriate. The discussion Mr Silkin said would be resumed in October.

'I must frankly say to the House that the commission's attitude at this meeting was disappointing.'

Mr Silkin explained that it had been agreed that a community ban should be re-imposed on fishing for herring in the North Sea. This would replace the UK national measures imposed in UK waters following the failure of the council on 27 June to reach agreement. This community ban would extend until the end of September and would be discussed further at the September council. The government was determined that it would continue thereafter.

Satisfactory quotas for 1977 for the west of Scotland herring stock, provisionally agreed at the June council, would now come into operation very soon.

Ministers had agreed to re-impose from 1 September until 15 October the ban on fishing for Norway pout in the area of the North Sea in which such a ban had operated up to the end of March.

Ministers had also discussed a proposal from the commission that the cif price for New Zealand butter and cheese imported under protocol 18 of the treaty of accession should be increased by 10 per cent. 'In view of the length of time since the previous increase we stressed that an early decision was needed.' It was agreed that a definitive decision would be taken at the council's next meeting in September after the necessary scrutiny of the figures at official level.

On the labelling of milk products agreement was reached that, contrary to the earlier proposal, the terms 'dairy ice cream' and 'ice cream' which were now used in the United Kingdom should continue unchanged. However some relatively minor technical points remained unsolved and the draft regulation would be considered again in September.

The UK had again emphasised the need for a change in the method of calculation of monetary compensatory amounts on pigmeat.

## New president outlines eco-finance programme

Gaston Geens, Minister of Finance for Belgium and president-in-office of the council, made a statement at the start of the meeting of EEC finance ministers in Brussels on 18 July. He outlined the work programme for the council on economic affairs and finance which the Belgian presidency has set itself for the current half year and made various specific proposals in the area of monetary co-operation and for strengthening community credit mechanisms.

The council in particular asked the monetary committee, the committee of the governors of the central banks and the permanent representatives committee to examine the suggestions made regarding credit mechanisms and to report back to it for its October meeting.

Ministers examined the economic situation in the community on the basis of a commission communication on economic policy to be followed in 1977 and the preparation of public budgets in 1978.

At the end of the examination ministers agreed on the guidelines, for the community as a whole and for each individual member state, relating to the preparation of public budgets for 1978. These guidelines will form the subject of a council decision which will be formally adopted as soon as possible.

The council instructed the monetary committee and the economic policy committee to carry out a technical examination of a commission proposal remitted to finance ministers by the European council to raise community loans for structural investment in the community. It asked the permanent representatives committee to report back to it on the communication in time for its October meeting.

## Commission president in London

Roy Jenkins, president of the commission, (right) with Edmund Dell, Secretary of State for Trade on 22 July during Mr Jenkins' two-day visit to London. Amongst the topics discussed at the meeting were a variety of trade questions including the multilateral trade negotiations, (MTNs) and the multifibre arrangement (MFA). During his visit Mr Jenkins met Prime Minister, James Callaghan, Secretary of State at the Foreign and Commonwealth Office, David Owen and Secretary of State for Energy Tony Benn.

## 'T & I' index inquiries

Readers wanting to know when articles and items of information were published in *Trade and Industry* should consult the published indexes which are issued free to subscribers. For material published in recent months, inquiries of this kind can be made to the Department of Industry Library's indexing section, tel. 01-215 5842. (Alternative no 01-215 5051.)

# New legislation

The legislation listed below has been published in the *Official Journal of the European Communities* as indicated against each item. The *Official Journal* is now published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other member states' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757, ext. 7174/482/408.

## Common agricultural policy

The texts of the following regulations which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*:

**General.** Regulation (EEC) 1556/77 amending regulation (EEC) 1380/75 laying down detailed rules for the application of monetary compensatory amounts. (*Official Journal* L173, 13 July 1977).

**Cereals and rice.** Regulation (EEC) 1557/77 on the adjustment of the export refunds on malt under article 16 (4) of regulation (EEC) 2727/75. (*Official Journal* L173, 13 July 1977).

Regulation (EEC) 1569/77 fixing the procedure and conditions for the taking over of cereals by intervention agencies. (*Official Journal* L174, 14 July 1977).

Regulation (EEC) 1570/77 on price increases and reductions applicable to intervention in cereals. (*Official Journal* L174, 14 July 1977).

Regulation (EEC) 1571/77 determining for the marketing year 1977-78 the rice intervention centres other than Vercelli. (*Official Journal* L174, 14 July 1977).

**Wine.** Regulation (EEC) 1573/77 on the granting of restorage aid for table wine for which a storage contract was concluded during the 1976-77 wine-growing year. (*Official Journal* L174, 14 July 1977).

## Common commercial policy

**Textile imports.** The *Official Journal of the European Communities* L164, 2 July 1977 contains the text of regulation (EEC) 1481/77 subjecting to authorisation imports into the UK of knitted or crocheted under garments originating in Spain.

The *Official Journal of the European Communities* L173, 13 July 1977, contains the text of regulation (EEC) 1552/77 maintaining in force until 31 March 1978, the arrangements for the authorisation of imports into the UK of certain articles of clothing originating in Macao. These arrangements, which apply to garments falling within CCT headings 61.01 and 61.02, were introduced by regulation (EEC) 1176/77 (*Official Journal* L137, 3 June 1977).

Further information: Department of Industry, Chemicals and Textiles Division, Millbank Tower, Millbank, London SW1P 4QU, tel. 01-211 6023 (Regn. (EEC) 1481/77), 01-211 4124 (Regn. (EEC) 1552/77).

## Harmonisation of legislation: food standards

The *Official Journal of the European Communities* L172, 12 July 1977, contains the text of directive 77/436 (EEC) on the approximation of the laws of the mem ber states relating to coffee extracts and chicory extracts.

Further information: Ministry of Agriculture, Fisheries and Food, Food Standards Division, Great Westminster House, Horseferry Road, London SW1P 2AE, tel. 01-216 6431.

## Customs regulations: community transit

The *Official Journal of the European Communities* L151, 20 June 1977, contains the texts of the following:

Regulation (EEC) 1291/77 on the conclusion of the agreement in the form of an exchange of letters on the amendment of the agreement between the European Economic Community and the Swiss Confederation on the application of the rules on community transit and on the implementation of decision 1/77 of the joint committee set up under that agreement.

Annex 1: Agreement in the form of an exchange of letters on the amendment of the agreement between the European Economic Community and the Swiss Confederation on the application of the rules on community transit.

Annex 2: Decision 1/77 of the EEC – Switzerland Joint Committee: community transit; on the amendment of appendices I to X to the agreement between the European Economic Community and the Swiss Confederation on community transit.

Annex I, Appendix I: Regulation on community transit – (EEC) 222/77 of 13 December 1976.

Annex I, Appendix II: Regulation on provisions for the implementation of the community transit procedure and for certain simplifications of that procedure – (EEC) 223/77 of 22 December 1976.

Annex II, Appendix III, Specimen IV: Certificate of guarantee.

Regulation (EEC) 1292/77 on the conclusion of the agreement in the form of an exchange of letters on the amendment of the agreement between the European Economic Community and the Republic of Austria on the application of the rules on community transit and on the implementation of decision 1/77 of the joint committee set up under that agreement.

Annex 1: Agreement in the form of an exchange of letters on the amendment of the agreement between the European Economic Community and the Republic of Austria on the application of the rules on community transit.

Annex 2: Decision 1/77 of the EEC – Austria Joint Committee: Community transit: on the amendment of appendices I to X to the agreement between the European Economic Community and the Republic of Austria on community transit.

Annex I, Appendix I: Regulation on community transit – (EEC) 222/77 of 13 December 1976.

Annex I: Appendix II: Regulation on provisions for the implementation of the community transit procedure and for certain simplifications of that procedure – (EEC) 223/77 of 22 December 1976.

Annex II, Appendix III, Specimen IV: Certificate of guarantee.

Copies of *Official Journal* L151 may be obtained from HMSO price £1.85 plus postage.

The *Official Journal* L161, 1 July 1977 contains the text of regulation (EEC) 1460/77 on detailed rules for the application of regulation (EEC) 385/73.

Further information: HM Customs and Excise, King's Beam House, Mark Lane, London ECR3 7HE, tel. 01-626 1515 2960/3190/3430.

# New EEC documents

This list of EEC document was deposited in the House of Commons during the week ended 20 July (Commission reference numbers, where appropriate, are given in parentheses). The documents are available for consultation at the European Communities Commission Information Office, 20 Kensington Palace Gardens, London W8 4QQ.

## EEC draft instruments

R/1687/77 (COM(77)314)
Proposal for a Council Regulation on Community financial measures to promote the use of coal for electricity generation.

R/1676/77 (COM(77)304)
Proposal for a Council Directive amending for the first time Directive 74/329/EEC on the approximation of the laws of the Member States relating to emulsifiers, stabilisers, thickeners and gelling agents for use in foodstuffs.

R/1562/77 (COM(77)289)
Draft Council Directive establishing Community criteria for national plans for the accelerated eradication of brucellosis, tuberculosis and enzootic leucosis in cattle.

R/1710/77 (COM(77)320)
Accession compensatory amounts and coefficients to be applied thereto for cereals.

R/1721/77 (COM(77)315)
Commission communication to the Council on economic policy to be followed in 1977 and on the preparation of public budgets for 1978.

S/1143/77 (COM(77)319)
Proposal for a Council Regulation (EEC) maintaining the arrangements for the authorisation of imports into the United Kingdom of certain articles of clothing, originating in Macao.

S/1157/77 (COM(77)322)
Proposal for a Council Regulation (EEC) concerning the application of the antidumping duty on ball bearings and tapered roller bearings, originating in Japan.

R/1737/77 (COM(77)335)
Proposal for a Council Regulation (EEC) amending Regulation (EEC) No. 2967/76 laying down common standards for the water content of frozen and deep-frozen chickens, hens and cocks.

R/1743/77 (COM(77)318)
Proposal for a Council Regulation (EEC) amending Regulation (EEC) No. 2742/75 on production refunds in the cereals and rice sectors.

R/1785/77 (COM(77)312)
Proposal for a Council Decision adopting a second three-year plan of action in the field of information and documentation in science and technology.

S/1151/77 (COM(77)307)
Forwarding of a recommendation for a Council Decision on the conclusion of the Third Financial Protocol between the European Community and Turkey.

## Consultative documents

R/1670/77 (COM(77)316)
Request for transfer of appropriations in the implementation of the budget of the European Communities for the financial year 1977 (training programme).

R/1492/77 (COM(77)270)
Complete list of requests for the carry forward of appropriations from the 1976 to the 1977 financial year.

R/1686/77 (COM(77)311)
Draft Commission Decision amending Decision No. 3544/73/ECSC implementing Decision No. 73/287/ECSC concerning coking coal and coke for the iron and steel industry of the Community.

# Temporary suspension of CCT on herrings for processing

Following a review of the herring supply situation, the EEC council of ministers have decided that import duties on fresh, chilled

or frozen herring fillets and on certain other prepared or preserved herrings should be totally suspended.

Duties on these products were reduced to 7 per cent for six months from 1 July. At the same time there are new total suspensions of duty for herrings, including fillets, which are dried, salted or in brine. In all cases the duty is only suspended on imports intended for the processing industry. All these suspensions operate from 23 July until the end of the year.

Any inquiries should be made to General Division, Department of Trade, tel. 01-215 3576.

## Feoga grants for individual capital projects

**1977 programme**

The commission has decided on its first list of successful applicants under the 1977 programme for individual capital projects under regulation EEC 17/64, and has notified the individual beneficiaries and the member states concerned. Thirty-five beneficiaries in the UK will receive grants totalling £4,589,343.

The projects which will be receiving grants fall into the following broad categories:

| | No of projects | Grant |
|---|---|---|
| | | £ |
| Land drainage (arterial) | 10 | 1 157 284 |
| Agricultural co-operatives | 3 | 125 092 |
| Animal feedingstuffs | 6 | 796 098 |
| Poultry processing | 4 | 540 615 |
| Red meat processing and slaughterhouses | 11 | 1 854 231 |
| Grain drying and storing | 1 | 116 023 |
| | 35 | 4 589 343 |

It is expected that the second list of successful applicants will be announced towards the end of the year.

**1978 programme**

Projects may be submitted for consideration for grant in 1978 but those in the marketing and processing categories will be considered under the new marketing and processing regulation EEC/355/77. Other projects, in the production category, may possibly be considered under regulation EEC/17/64, but present indications are that no funds will be available. Prospective applicants are therefore advised to consult the appropriate agricultural departments. Firm applications would have to be with these departments not later than 9 September 1977, so that they could be forwarded to reach the EEC not later than 30 September 1977, the closing date provided for in regulation EEC/17/64.

## Research grants to study fire hazards in mining

The commission has announced a grant of 2 134 500 European units of account (£1,387,425) towards 15 research projects into safety in mines, in several community countries.

The grants are equivalent to 60 per cent of the total cost of each project.

There are eight projects in Britain, seven for the National Coal Board and one for the British Steel Corporation, and their total cost are as follows:

NCB, Harrow. The development of one or more small scale laboratory tests, to determine the fire resistance properties of textile carcass conveyor belts. £36,500.

NCB, Bretby. Research into fire-resistant greases. £87,630.

NCB, Bretby. Fire detection – development of sensors and systems. £25,815.

NCB, Bretby. A study of frictional ignitions at the face. £135,795.

NCB, Bretby. The use of radio and electro magnetic communications in underground rescue operations. £97,675.

BSC, Scunthorpe. Strata control in iron-stone mines. £48,910.

NCB, Bretby. Non-destructive testing of mine haulage ropes. £104,480.

NCB, Bretby. The operation and safety of brakes on winding engines and winches. £108,798.

## Budget council establishes draft community budget

The budget council in Brussels on 20 July established the draft general budget of the European community for 1978.

The total provisions included in the draft budget amount to 11 621 million European units of account (MEUA) (£7,567 million approximately) in commitment appropriations and 11 319 MEUA (£7,370 million) in payment appropriations. This compares with the commission proposal in the preliminary draft budget of 12 495 MEUA (£8,136 million) in commitment appropriations and 11 850 MEUA (£7,716 million) in payment appropriations.

The budget council reached agreement on a procedural formula under which the 1978 budget was established in European units of account, but without prejudice to the need to resolve by 31 October 1977 the outstanding differences between member states on the interpretation of article 131. The council also agreed that, failing such agreement by 31 October, the budget cannot be subsequently adopted in European units of account, and that the commission will, in such circumstances, submit proposals, within the budget timetable, for the conversion into existing units of account of the appropriation entered in the draft budget established on 20 July.

The budget council also included in the revenue section of the draft budget, estimates of revenue accruing from VAT own resources. This was in line with the adoption, in May this year, of the directive instituting VAT own resources.

As with the use of the European unit of account, if the necessary implementing measures have not been completed by the end of the year it will not be possible to finance the 1978 budget from VAT own resources. In these circumstances the present system of GNP based financial contributions would continue.

## More community news

**Information on European community matters and about member states can often be found in other sections of *Trade and Industry*. For this week's additional news, turn to the following pages:**


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## EDF conference for manufacturers and contractors

Andre Auclert, head of finance and administration of the European development fund, will be visiting London on 23 September. He will be here at the invitation of the British Overseas Trade Board to talk to manufacturers and contractors about the fourth European development fund (EDF IV) and the opportunities the fund presents for exporters.

The conference, organised by BOTB, will be held in London on the afternoon of 23 September. The venue and time are still to be finalised but participants will be advised in due course.

EEC aid for developing countries is channelled through EDF IV to the 52 African, Caribbean and Pacific (ACP) countries associated with the nine EEC member countries. The projects financed by EDF IV present opportunities for the export of a wide range of goods and services and UK exporters are eligible to compete for those opportunities.

Interested firms should contact Mr P. N. Chapman, Department of Trade, Projects Sub-Section, Export House, 50 Ludgate Hill, London, EC4M 7HU.

# Milk non-marketing and conversion premium scheme

Regulations which introduce grants (non-marketing premium) to farmers who decide, and give an undertaking, to cease production of milk or milk products for marketing have been made by the EEC. A higher rate of grant (conversion premium) will be made for those farmers who are willing to convert from milk production to keeping beef animals or sheep.

This follows agreement at the meeting of EEC agriculture ministers at Luxembourg on 25 and 26 April on a scheme of incentives, to be financed wholly by the community, to encourage farmers to cease to market milk or to convert to keeping beef animals or sheep.

To be eligible for a non-marketing premium, a producer must undertake that, for a period of five years, he will: not dispose of milk or milk products from his holding; not allow all or part of his holding to be used by others for dairy farming; not allow his dairy cattle to be used by, or leased to, others; only dispose of such cattle for slaughter or for export out of the community.

Under the regulations, a holding means all the land farmed by the applicant in the community, and the sale of any part during the period of the undertaking would lead to the recovery of part, or all, of the premium unless the incomer was prepared to honour the undertaking.

To be eligible for the conversion premium, a producer must have marketed at least 50 000 kg of milk in 1976 or be keeping at least 15 dairy cows, including in-calf heifers, on his holding when his application is approved. The same conditions will apply as for the non-marketing premium, except that the period covered is four years and there is an additional obligation on the producer to keep, on his holding as he carries out his conversion, an average number of livestock units of sheep and cattle equal to, or greater than, the number he kept on the same holding when he applied.

The premiums will be based on the quantity of milk and milk products marketed during 1976, and the producer must show that, at the date of approval of his application, he still has dairy cows on his holding in numbers appropriate to the quantities of milk or milk products marketed in 1976. If he is continuing to market less than 90 per cent of his 1976 deliveries, his premium will be reduced accordingly. After approval, the producer must cease marketing within six months.

The premium payable will be calculated by applying a percentage of the target price on the date of approval of the application to the quantity of milk and milk products marketed in 1976. This percentage will vary between 75 per cent and 95 per cent according to the level of marketings. The premium will be paid in three instalments but the total payable will remain unaltered regardless of changes in the target price for milk subsequent to the date of approval.

Participants who produced more than 120 000 kg of milk or milk products in 1976 will only receive a premium on that quantity except, in certain cases, where the producer is participating in a disease-eradication programme.

Dairy cattle on the holding at the time of application, and any female dairy stock which are subsequently acquired or bred, must be marked and registered. An identity card will be issued for each and will have to be endorsed at the abattoir when the animal is slaughtered and returned by the farmer to the ministry. Failure to do this will result in the recovery of any premium which has been paid in respect of such animals. A farmer who keeps separate dairy herds on different farms within the community must, to be eligible, give up milk production altogether, since all his holdings must be regarded as a single holding for the purposes of this scheme.

Full details of the scheme and application forms will be available in the near future from the ministry's divisional offices. Any producer considering applying is advised to discuss his proposals with the Agricultural Development and Advisory Service before proceeding with an application. He can then be fully advised on the conditions of the scheme and their implications. Under the EEC regulations, the latest date for the receipt of any applications is 31 March 1978.

# Tariff quotas 1977 – exhaustions

HM Customs have stated that the United Kingdom's share of the following EEC tariff quotas has been exhausted:

| UK tariff heading | Description of goods | HM Customs serial no. (part 11 of the UK tariff) |
|---|---|---|
| ex 73.02 EI | Ferro-chromium: – containing not less than 4 per cent by weight of carbon | 4797 |

The United Kingdom's share of the following EEC tariff quota for imports from Cyprus has also been exhausted:

| UK tariff heading | Description of goods | HM Customs serial no. (part 11 of the UK tariff) |
|---|---|---|
| 07.01 A II | New potatoes | 1065 |

The following United Kingdom tariff quotas for imports of paper and board and printed products from individual Efta countries and Finland (see *Trade and Industry* of 17 December 1976) have also been exhausted:

| UK tariff heading | Country of origin | HK Customs serial no. (part 11 of the UK tariff) |
|---|---|---|
| ex 48.01 E | Finland | 2257 |
| ex Chapter 48 | Austria | 2907 |
| 48.05 B | Sweden | 2583 |

Inquiries about current tariff quota balances may be made to HM Customs and Excise, Central Tariff Quota Registration Unit, King's Beam House, Mark Lane, London EC3R 7HE, tel. 01-626 1515 ext. 2570.

# Generalised tariff preference scheme (GSP): restoration of normal duties

*Trade and Industry* of 25 February, 18 March, 22 April, 13 May and 24 June gave details of GSP tariff quotas exhausted and GSP ceilings reached up to 31 May. HM Customs has stated that the position on the restoration of normal duties for the month ending 30 June is as follows (the customs' quota reference* is given in brackets after the description of goods):

## I Tariff quotas and special ceilings

| Tariff heading/ description of goods | Date UK quota share ex-hausted | Community butoir or where applicable UK maximum cumulative amount (m.a.) reached: duty to be re-imposed |
|---|---|---|
| **42.02 A** Travel goods – of artificial plastic sheeting | 9.2.77 | 2.6.77 Hong Kong |
| **61.04** Women's, girls', infants' – under garments | — | 30.6.77 India |
| **85.15 AIII, CIII** Receivers and parts | — | 2.6.77 Singapore |
| **98.15 (S/C)** Vacuum flasks and other vacuum vessels, complete with cases; parts thereof other than glass inners | — | 25.6.77 South Korea |

* See HM Customs Tariff, Part 11.
S/C Denotes Special Ceiling.

## II Ceilings

| Tariff heading/description of goods | Date of restoration of duties: From all sources | Date of restoration of duties: From particular sources (inner celings) |
|---|---|---|
| **27.10 BIII** Medium oils | | 18.6.77 Libya |
| **44.24** Household utensils of wood | | 12.6.77 Thailand |
| **70.14 B** Illuminating glassware, signalling glassware and optical elements of glass, not optically worked nor of optical glass: – Other | | 18.6.77 Hong Kong |
| **82.14 A** Spoons, forks, fish-eaters, butter-knives ladles, and similar kitchen or tableware: – Of stainless steel: | 12.6.77 | 24.1.77 South Korea<br>28.3.77 Hong Kong |
| **85.04** Electric accumulators | | 13.6.77 Yugoslavia |
| **85.18** Electrical capacitors | | 18.6.77 South Korea |
| **97.04** Equipment for parlour, table and funfair games for adults or children (including billiard tables and pin tables and table tennis requisites): | | 13.6.77 Hong Kong |

Inquiries about current availability of preferences may be made to HM Customs and Excise, Central Tariff Quota Registration Unit, King's Beam House, Mark Lane, London EC3R 7HE, tel. 01-626 1515 ext. 2570.

# JRC to concentrate on energy research

The multiannual research programme of the Joint Research Centre (JRC), which is to be implemented during the period 1977-80 was adopted at a meeting of the council of ministers in Brussels on 18 and 19 July. (See *Trade and Industry*, 22 July, page 99.) Over the four-year period the total cost will be approximately £144 million. On an annual basis this represents roughly 1 per cent of the total EEC budget, with the UK contributions being about £7 million.

The JRC is the means whereby the community carries out its own 'direct action' research activities. It comprises four establishments at Ispra (Italy), Petten (Netherlands), Geel (Belgium) and Karlsruhe (Germany). The four establishments employ together some 2300 staff of all grades of whom roughly 1000 are research staff. Almost two-thirds of the staff are located at Ispra.

The new programme reflects a strong interest in various forms of energy research, including fusion technology. Research on environmental subjects is also a feature. The other planned activities highlight the public service role of the community and provide expertise and support to the services of the commission.

The new programme comprises 10 individual programmes which are grouped into five main themes:

Nuclear safety; reactor safety, plutonium fuels and actinide research, management of nuclear materials and radioactive waste

Future energies; solar energy, hydrogen, high temperature materials, technology of thermonuclear fusion

Environment and (agricultural) resources

Measurements, standards and reference techniques

Service and support activities.

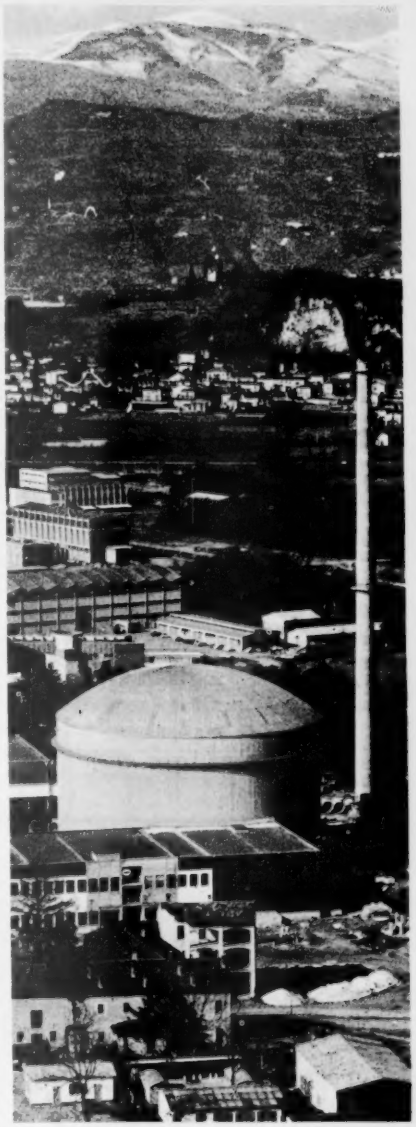
Nuclear safety is the most important single theme of the new programme, accounting for almost 45 per cent of the total expenditure. Within this theme the reactor safety programme comprises six projects concerned with: the overall analysis of safety concepts; experimental and theoretical studies of possible accidents; and prevention of component failure. Research on plutonium fuels is related to the development of fast reactor fuels and the study of their in-pile behaviour, especially from the point of view of safety. The actinide research, essentially of a long-term fundamental character, is a continuation of work already being carried out at the Karlsruhe establishment. The programme on the management of nuclear materials and radioactive waste concerns both theoretical and experimental studies, centred on three projects; the evaluation of the long-term hazards of storing radioactive waste; the study of the chemical separation and transmutation of actinides; and studies on the decontamination of reactor components.

The future energies theme accounts for some 16 per cent of the total expenditure. Within this theme the programme on solar energy includes projects concerned with domestic heating applications, photoelectrochemical cells, biological conversion and the construction of a solar irradiation simulation facility for accelerated ageing tests, measurements of system performances etc. The hydrogen programme is concerned with studies of the thermo-chemical decomposition of water and the coupling of the production process with the necessary source of heat. The high-temperature materials programme, which is to be concentrated at Petten, is directed at the problems associated with the introduction of high-temperature nuclear reactors and will include the evaluation of industry's requirements for advanced refractory materials as well as a study on modes of failure of such materials. In the field of fusion research the JRC will concentrate its activities in three fields concerning: conceptual studies on fusion reactors; materials for fusion reactors, in particular their behaviour under irradiation; and problems concerning safety of the environment.

The programme on the environment and renewable agricultural resources, accounting for some 11 per cent of total expenditure, comprises four projects; the first three concerned with research on pollution respectively in the atmosphere, water and that caused by chemical products and the fourth one relating to the evaluation of agricultural resources through data collected from satellites.

Work under the programme on measurements, standards and reference techniques, which accounts for some 17 per cent of the overall budget and embraces both nuclear and non-nuclear activities, is led by the Central Bureau for Nuclear Measurements at Geel. Reference is made amongst the list of activities planned under this programme to the provision of scientific support for the commission's departments and for the secretariat of the community bureau of reference.

The service and support programme covers activities which the JRC performs either for other sections of the commission or for other bodies in community member countries. The activities fall within five subject areas: data processing, in particular information processing and dissemination; training, especially through the organisation of courses; safeguards, relating to the supervision of nuclear materials; technical evaluations carried out on request from different services of the community; and the utilisation for customer experiments of the high flux reactor at Petten.



Ispra where almost two-thirds of JRC staff are located.

The nuclear reactor at the Petten joint research centre in the Netherlands.

# Statistics

## The economy: selected indicators

Series are seasonally adjusted except where shown otherwise

| | Gross domestic product (average estimate) | Consumers' expenditure | Fixed capital expenditure | | | Changes in stocks | | | | Balance of payments | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | of which | | | of which | | | | | |
| | | | Total | Manufacturing industry | Distributive and service industries excl. shipping | Total | Manufacturing industry | Wholesalers | Retailers | Current balance | Visible balance | Invisible balance |
| | at 1970 prices | | at 1970 prices | | | at 1970 prices | | | | at current prices | | |
| Base of index Series in Stock level at end-1976 | 1970 | £ million | £ million | | | 18,218 | 10,404 | 1,830 | 1,977 | £ million | | |
| 1970 | 100.0 | 31,644 | 9,453 | 2,130 | 1,799 | 442 | 325 | 68 | −14 | 733 | −25 | 758 |
| 1971 | 101.7 | 32,505 | 9,681 | 1,991 | 1,930 | 99 | −148 | 52 | 22 | 1,087 | 280 | 807 |
| 1972 | 104.3 | 34,402 | 9,870 | 1,739 | 2,071 | 39 | −145 | 48 | 15 | 131 | −702 | 833 |
| 1973 | 110.2 | 36,003 | 10,279 | 1,872 | 2,390 | 1,127 | 404 | 102 | 382 | −752 | −2,334 | 1,582 |
| 1974 | 109.9 | 35,590 | 10,124 | 2,024 | 2,289 | 602 | 666 | 81 | −111 | −3,380 | −5,221 | 1,841 |
| 1975 | 107.7 | 35,234 | 9,991 | 1,737 | 1,970 | −680 | −392 | −111 | −23 | −1,650 | −3,195 | 1,545 |
| 1976 | 108.9 | 35,290 | 9,556 | 1,651 | 1,901 | −2 | 5 | 23 | 1 | −1,476 | −3,592 | 2,116 |
| 1975 1st qtr. | 109.5 | 8,988 | 2,534 | 471 | 492 | −125 | 18 | −31 | −38 | −541 | −947 | 406 |
| 2nd qtr. | 107.4 | 8,833 | 2,474 | 444 | 498 | −267 | −105 | −54 | −66 | −309 | −655 | 346 |
| 3rd qtr. | 106.6 | 8,724 | 2,540 | 416 | 501 | −208 | −234 | −29 | 38 | −579 | −967 | 388 |
| 4th qtr. | 107.4 | 8,689 | 2,443 | 406 | 480 | −80 | −70 | 4 | 43 | −221 | −626 | 405 |
| 1976 1st qtr. | 109.1 | 8,811 | 2,460 | 402 | 452 | 25 | 31 | 24 | 12 | −121 | −538 | 417 |
| 2nd qtr. | 108.2 | 8,730 | 2,394 | 408 | 478 | −97 | −115 | −22 | −55 | −401 | −919 | 518 |
| 3rd qtr. | 108.3 | 8,824 | 2,392 | 418 | 484 | −22 | 4 | 10 | 22 | −543 | −1,148 | 605 |
| 4th qtr. | 110.0 | 8,925 | 2,310 | 422 | 486 | 92 | 86 | 11 | 22 | −411 | −987 | 576 |
| 1977 1st qtr. | 109.1 | 8,720 | 2,235 | 414 | 478 | 255 | 180 | 52 | 80 | −327 | −968 | 641 |
| 2nd qtr. | | 8,670pe | | | | | | | | −7 | −667 | 660 |
| % change last 2 qtrs. on prev. 2 qtrs. | +1.2 | −2.0 | −5.0 | −2.0 | −2.0 | | | | | | | |
| on a year earlier | +1.2 | −0.9 | −7.2 | +1.0 | — | | | | | | | |

| | Industrial production | | Personal expenditure | | Prices and costs (NOT seasonally adjusted) | | | | | Labour (UK) | | | Visible trade (Volume) | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total all industries | Total manufacturing industries | Retail sales | Cars: new registrations | Retail prices | | Wholesale prices: all manufacturing industry | | Basic hourly wage rates of manual workers (all industries and services) | Unemployed excluding school leavers and adult students | | Unfilled vacancies for adults | Export | Import |
| | | | | monthly averages | | % increase on a year earlier | basic materials and fuel used | manufactured products: home sales | | mid-month count | % of total employees | mid-month count | On a balance of payments basis | |
| | at 1970 prices | | at 1971 prices | | | | | | | | | | at 1970 prices | |
| Base of index £m in base year Series in | 1970 | 1970 | 1971 15,895 | thousands | Jan. 1974 | | 1970 | 1970 | July 1972 | thousands | | thousands | 1970 7,907 | 1970 7,932 |
| 1971 | 100.3 | 99.5 | 100.0 | 108.5 | 153.4† | 9.4 | 104.6 | 109.0 | 88.9 | 775.8 | 3.4 | 130.9 | 106.7 | 104.2 |
| 1972 | 102.5 | 102.1 | 105.8 | 138.6 | 164.3† | 7.1 | 109.2 | 114.8 | 101.4 | 854.9 | 3.7 | 147.3 | 107.1 | 116.7 |
| 1973 | 110.0 | 110.7 | 110.7 | 137.1 | 179.4† | 9.2 | 144.5 | 123.2 | 115.6 | 611.0 | 2 6 | 307.0 | 122.2 | 133.8 |
| 1974 | 107.0 | 109.1 | 109.9 | 102 8 | 108.5 | 16.0 | 215.3 | 152.0 | 138.7 | 599.7ø | 2.6ø | 302.7ø | 131.2 | 136.2 |
| 1975 | 101.8 | 102.5 | 107.9 | 97.2 | 134.8 | 24.2 | 235.4 | 188.7 | 179.8 | 929.0 | 3.9 | 150.0ø | 125.6 | 126.4 |
| 1976 | 102.3 | 103.5 | 108.1 | 104.7 | 157.1 | 16.5 | 299.0 | 219.6 | 214.5 | 1,269.8ø | 5.4ø | 120.4ø | 135.9 | 134.2 |
| 1976 1st qtr. | 101.9 | 102.1 | 107.3 | 103 | 149.4 | 22.5 | 266.5 | 206.9 | 205.5 | 1,220.3 | 5.2 | 116.7 | 131.5 | 126.1 |
| 2nd qtr. | 102.4 | 103.6 | 107.6 | 106 | 154.9 | 16.0 | 292.6 | 214.4 | 212.8 | 1,252.1 | 5.3 | 119.4 | 137.1 | 134.6 |
| 3rd qtr. | 101.5 | 103.6 | 108.9 | 97 | 158.5 | 13.7 | 306.8 | 223.2 | 218.6 | 1,305.5 | 5.5 | 123.6 | 134.2 | 137.9 |
| 4th qtr. | 103.2 | 104.5 | 108.5 | 113 | 165.8 | 15.0 | 329.9 | 233.9 | 220.6 | 1,316.8ø | 5.6ø | .. | 140.8 | 138.1 |
| 1977 1st qtr. | 103.2 | 105.3 | 105.0 | 104 | 174.1 | 16.5 | 341.5 | 248.0 | 224.6 | 1,330.2 | 5.6 | | 140.7 | 142.4 |
| 2nd qtr. | | | 104.1 p | 102 | 181.9 | 17.4 | 347.7 p | 259.2 p | 227.1 p | | | | 148.8 | 144.1 |
| 1976 May | 104.4 | 106.4 | 106.8 | 110 | 155.2 | 15.4 | 292.0 | 214.8 | 211.7 | 1,253.3 | 5.3 | 120.0 | 137.2 | 134.7 |
| June | 100.4 | 101.2 | 107.3 | 91 | 156.0 | 13.8 | 299.6 | 217.0 | 216.6 | 1,261.1 | 5.3 | 115.7 | 138.5 | 137.1 |
| July | 101.4 | 103.7 | 108.8 | 91 | 156.3 | 12.9 | 302.0 | 219.8 | 219.0 | 1,288.9 | 5.5 | 118.6 | 130.4 | 139.4 |
| Aug. | 100.7 | 102.7 | 108.9 | 115 | 158.5 | 13.8 | 304.0 | 223.4 | 219.1 | 1,308.8 | 5.6 | 126.2 | 134.9 | 133.7 |
| Sept. | 102.5 | 104.5 | 108.9 | 86 | 160.6 | 14.3 | 314.4 | 226.3 | 219.2 | 1,318.7 | 5.6 | 125.9 | 137.3 | 140.4 |
| Oct. | 102.9 | 104.8 | 108.1 | 109 | 163.5 | 14.7 | 327.7 | 230.0 | 219.5 | 1,307.9 | 5.5 | 124.5 | 140.8 | 140.6 |
| Nov. | 103.5 | 104.9 | 109.2 | 119 | 165.8 | 15.0 | 331.8 | 234.6 | 220.7 | .. | .. | .. | 138.1 | 140.1 |
| Dec. | 103.3 | 103.7 | 108.3 | 111 | 168.0 | 15.1 | 330.2 | 237.2 | 221.5 | 1,325.7 e | 5.6 e | .. | 143.3 | 133.6 |
| 1977 Jan. | 103.4 | 105.1 | 106.7 | 93 | 172.4 | 16.6 | 337.8 | 244.9 | 223.8 | 1,338.2 | 5.7 | .. | 141.0 | 153.9 |
| Feb. | 103.3 | 105.6 | 105.7 | 118 | 174.1 | 16.2 | 339.5 | 248.2 | 224.8 | 1,331.4 | 5.6 | 150.5 | 138.3 | 133.8 |
| Mar. | 103.0 | 105.3 | 103.1 | 102 | 175.8 | 16.7 | 347.2 | 250.8 | 225.2 | 1,321.1 | 5.6 | 157.3 | 142.9 | 139.4 |
| Apr. | 102.7 | 104.0 | 103.4 | 108 | 180.3 | 17.5 | 349.7 | 255.4 | 226.0 | 1,322.6 | 5.6 | 158.5 | 148.8 | 138.6 |
| May | 104.2 p | 105.8 p | 104.4 | 108 | 181.7 | 17.1 | 348.2 p | 259.7 p | 226.8 | 1,315.9 | 5.6 | 161.2 | 145.0 | 142.2 |
| June | | | 104½ p | 90 | 183.6 | 17.7 | 345.1 p | 262.4 p | 228.4 p | 1,352.9 | 5.7 | 157.8 | 152.5 p | 151.6 p |
| July | | | | | | | | | | 1,393.8 p | 5.9 | 152.7 p | | |
| % change latest 3 months on prev. 3 months | — | +0.2 | −0.9 | −2.2 | +4.5 | | +1.8 | +4.5 | +1.1 | +2.2 | | | +6 | +1 |
| on a year earlier | +0.4 | +1.1 | −3.3 | −3.5 | +18.8 | | +18.8 | +20.9 | +6.7 | +6.8 | | | +8½ | +7 |

p Provisional pe Preliminary estimate † Base of index Jan. 1962 = 100 .. not available ø Average of available months e estimate **Inquiries:** 01-215 3453

# Overseas travel and tourism in the first quarter 1977: new record levels

Photographed by Trevor Godfrey.

During the first quarter of 1977 there were 1.9 million overseas visitors to the UK, an increase of 26 per cent on the first quarter of 1976. Visits abroad by UK residents also increased by 7 per cent to 1.7 million. These figures include estimates of those travelling from and to the Irish Republic.

The strong upward trend in the sums being spent by overseas visitors in the UK continued. Expenditure (on a seasonally adjusted basis) by all visitors during the first quarter was £513 million, the first time £500 million has been exceeded in a quarter and 59 per cent higher than a year ago. Expenditure by UK residents abroad also rose, but at a much slower rate to £289 million – 22 per cent more than a year ago.

The positive balance on the travel account amounted to £224 million in this quarter, more than 150 per cent greater than in the first quarter of 1976.

These figures are drawn from the provisional findings of the international passenger survey for the first quarter of 1977 to be published during August in Business Monitor M6, Overseas Travel and Tourism.

**Overseas visitors to the UK**

The number of visitors to the UK from EEC countries (excluding the Irish Republic) rose by 31 per cent in the first quarter 1977 compared with the corresponding period of 1976. Visitors from other western European countries increased by 56 per cent, largely accounted for by the increases in the numbers of certain Scandinavian visitors, 179 per cent more from Norway and 128 per cent more from Sweden. Visitors from north America increased by 17 per cent and from other areas by 12 per cent. (Visits by Middle Eastern residents were 55 per cent higher than a year ago.) There was an increase in the number of visitors coming by air of 28 per cent to 1 225 000 and by sea of 29 per cent to 524 000. For the first quarter 1977, holiday visits and visits to friends and relatives increased by 36 per cent and 5 per cent respectively. Business visits increased by 25 per cent and those for other purposes (including those primarily for shopping) by 46 per cent. Figures referred to above are summarised at table 1.

**Visits abroad by UK residents**

Visits to EEC countries by UK residents (excluding those to the Irish Republic) were 15 per cent more than in the first quarter 1976, and to other western European countries were 1 per cent more. There was also an increase in visits to north America of 22 per cent and to other areas of 4 per cent. The number of visits abroad by air in the first quarter 1977 rose by 7 per cent to 1 202 000 and those by sea by 12 per cent to 323 000. Holiday visits rose by 3 per cent compared with first quarter 1976, and those to friends and relatives by 18 per cent. There was an increase of 9 per cent in the number of business visits, and 15 per cent in those for other purposes.

Figures referred to above are summarised at table 2.

**Inquiries:** 01-212 5555.

## Table 1 Overseas visitors to the United Kingdom

Thousands

| | | Area of residence | | | | Mode of travel[1] | | Purpose of visit[1] | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total all visits | W. Europe EEC[1] | W. Europe non-EEC | North America | Other areas | Air | Sea | Holiday | Business | Visits to friends and relatives | Other purposes |
| 1975 – total | 8 844 | 3 599 | 1 128 | 1 817 | 1 597 | 5 053 | 3 088 | 3 795 | 1 541 | 1 440 | 1 365 |
| 1976 – total | 10 089 | 4 263 | 1 385 | 1 967 | 1 752 | 5 652 | 3 716 | 4 606 | 1 689 | 1 526 | 1 567 |
| % change 1976/75 | +15 | +18 | +23 | +8 | +10 | +12 | +20 | +21 | +8 | +6 | +15 |
| 1976 1st quarter | 1 476 | 608 | 206 | 257 | 295 | 961 | 406 | 548 | 329 | 293 | 196 |
| 2nd quarter | 2 406 | 1 041 | 293 | 514 | 391 | 1 325 | 914 | 1 114 | 443 | 342 | 339 |
| 3rd quarter | 3 983 | 1 677 | 498 | 785 | 701 | 1 966 | 1 696 | 2 067 | 406 | 563 | 626 |
| 4th quarter | 2 223 | 938 | 388 | 411 | 364 | 1 400 | 700 | 876 | 490 | 328 | 406 |
| 1977 1st quarter | 1 867 | 795 | 321 | 302 | 331 | 1 225 | 524 | 743 | 411 | 309 | 286 |
| % change 1977/76 (1st quarter) | +26 | +31 | +56 | +17 | +12 | +28 | +29 | +36 | +25 | +5 | +46 |

[1] Excluding visits from the Irish Republic. Source: international passenger survey.

## Table 2 Visits abroad by United Kingdom residents

Thousands

| | | Area of residence | | | | Mode of travel[1] | | Purpose of visit[1] | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total all visits[2] | W. Europe EEC[1] | W. Europe non-EEC | North America | Other areas | Air | Sea | Holiday | Business | Visits to friends and relatives | Other purposes |
| 1975 – total | 11 607 | 4 602 | 4 170 | 492 | 849 | 6 505 | 3 608 | 6 891 | 1 520 | 1 282 | 575 |
| 1976 – total | 11 134 | 4 512 | 3 725 | 547 | 903 | 6 411 | 3 276 | 6 287 | 1 757 | 1 311 | 476 |
| % change 1976/75 | −4 | −2 | −11 | +11 | +6 | −1 | −9 | −9 | +16 | +2 | −17 |
| 1976 1st quarter | 1 625 | 569 | 541 | 75 | 225 | 1 122 | 288 | 732 | 399 | 238 | 63 |
| 2nd quarter | 2 973 | 1 332 | 987 | 111 | 212 | 1 703 | 939 | 1 725 | 482 | 291 | 184 |
| 3rd quarter | 4 545 | 1 876 | 1 576 | 215 | 240 | 2 277 | 1 630 | 2 925 | 360 | 579 | 146 |
| 4th quarter | 1 992 | 736 | 620 | 146 | 226 | 1 309 | 419 | 904 | 515 | 263 | 83 |
| 1977 1st quarter | 1 746 | 652 | 545 | 92 | 235 | 1 202 | 323 | 753 | 437 | 280 | 73 |
| % change 1977/76 (1st quarter) | +7 | +15 | +1 | +22 | +4 | +7 | +12 | +3 | +9 | +18 | +15 |

[1] Excluding visits to the Irish Republic.
[2] Includes cruise holidays not allocated to area or mode of travel.

# Overseas travel and tourism: 1975 and 1976

In previous years an article has been published on the trends in international tourism when final figures have been compiled from all sources. This has led to considerable delay in publication. In order to overcome the delay, this article describes the final figures for 1975 and the provisional ones for 1976. Final 1976 figures, which should show only minor changes from provisional ones, will be published in next year's article. In addition, it is hoped to publish another article later this year on further 1976 data.

**General**

The number of visits by overseas visitors to the United Kingdom in 1976 was for the first time over 10 million (10 089 000), an increase of 14 per cent on 1975; the figure for 1975 (8 844 000) having itself been 11 per cent above that of 1974. The total expenditure in 1976 on these visits (excluding international fare payments) was a record £1,628 million and compared with £1,123 million in 1975, and £837 million in 1974 (the 1975 and 1976 figures include expenditure by overseas visitors to the Channel Islands, the 1974 figure does not).

The number of visits abroad by residents of the United Kingdom in 1976 was 11 134 000, a decrease of 4 per cent on the record 11 607 000 visits abroad in 1975. The total expenditure abroad by United Kingdom residents in 1976 was a record £1,008 million and compared with £878 million and £683 million in 1975 and 1974 respectively.

The positive balance on the travel account of £620 million in 1976 was over 150 per cent greater than the previous highest positive balance recorded in 1975. As recently as 1973 there was a small negative balance on this account.

The estimates and tables in this article are based on the international passenger survey, a survey of passengers entering and leaving the United Kingdom, a description of which is given at the end of this article. Results are also published quarterly in the Business Monitor Series, 'Overseas Travel and Tourism' (M6)[1].

## Overseas visitors to the United Kingdom 1975 and 1976

**Visits and expenditure** (tables 1 and 2)

The large increase in earnings in 1976 was due to an increase in average expenditure per visit of 27 per cent (despite a further reduction in the average length of stay) combined with a 14 per cent increase in the number of visits. The pattern was the same for 1975 when there was an increase of 19 per cent in average expenditure per visit combined with an increase of 11 per cent in the total number of visits. The increase in average expenditure per visit has more than doubled since 1972, outstripping the rise in UK prices; the fall in sterling has undoubtedly contributed to the increase.

The number of visits from the United States in 1976 showed an increase of 10 per cent following the 1 per cent increase in 1975, but is still 12 per cent lower than the highest figure recorded as long ago as 1972. Visits from the EEC countries in 1976 increased by 16 per cent, a slightly higher rate than the 11 per cent recorded in 1975. In 1976, the largest increases for EEC countries were from Denmark – 51 per cent, Netherlands 48 per cent and Belgium and Luxembourg 31 per cent; there was a 4 per cent decline in visits from Italy.

The number of visits from the rest of western Europe rose faster than those from EEC countries; in 1976 they increased by 23 per cent and in 1975 by 19 per cent. The largest increases were in visits from Norway, Sweden and Finland (44 per cent higher in 1976), and Spain (19 per cent higher).

Visits from non-European countries rose by 9 per cent in 1976 after a similar increase in 1975; those from the Middle East showed an increase of 29 per cent, and from Australia and New Zealand 14 per cent. There were small declines in the numbers of visits from Japan, Latin America and South Africa.

Visitors from the EEC countries accounted for 28 per cent of the £1,628 million spent in the United Kingdom in 1976, an identical percentage to 1975.

Visitors from the rest of western Europe contributed 15 per cent, north America 22 per cent, the Middle East 12 per cent, and Australia and New Zealand 7 per cent. (Comparable percentages in 1975 were 14, 24, 9 and 7 per cent.) This expenditure includes the cost of accommodation, meals, and fares spent travelling within this country, as well as of gifts and souvenirs. It excludes expenditure on large items, such as cars, which are not taken out by the visitors as personal baggage when they leave the country (these items are included in the United Kingdom trade statistics; for 1976 personal exports of cars amounted to approximately £21 million).

Also excluded are fares paid abroad by overseas visitors to United Kingdom air and sea carriers (estimated at £528 million in 1976 and £407 million in 1975) and their expenditure on board.

**Length of stay and average expenditure per visit** (table 3)

The average length of stay of overseas visitors to the United Kingdom continued its decline in both 1975 and 1976. It has fallen from 19.8 nights in 1964 to 12.4 in 1976 (13.6 in 1975). This decline was apparent for visits from EEC countries (8.7 nights in 1976 compared with 9.5 in 1975) the rest of western Europe (12.2 and 13.5), north America (12.6 and 13.4) and other countries (23.1 and 24.8). The average length of stay for holiday visits declined to 11.2 nights in 1976 from 11.9 in 1975, for business visits to 6.8 nights from

[1] Figures for 1975 include revisions to those relating to the Irish Republic. These figures are also included in Business Monitor M6, Overseas Travel and Tourism 4th quarter 1976 (HMSO, PO Box 569, London SE1 9NH, quarterly reports £1.00 per annum, annual supplement 40p). Figures for 1976 relating to the Irish Republic are provisional and estimated only.

**Table 1 Numbers of visits, earnings and expenditure, 1968-76**

| | Visits | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | To the UK by overseas visitors | | Overseas by UK residents | | Earnings | | Expenditure | | Balance |
| | Thous | % increase on previous year | Thous | % increase on previous year | £m | % increase on previous year | £m | % increase on previous year | £m |
| 1968 | 4 828 | 12.6 | 7 269 | 0.9 | 282 | 19.9 | 271 | −1.2 | 11 |
| 1969 | 5 821 | 20.6 | 8 083 | 11.2 | 359 | 27.2 | 324 | 19.8 | 35 |
| 1970 | 6 692 | 15.0 | 8 482 | 4.9 | 432 | 20.3 | 382 | 17.8 | 50 |
| 1971 | 6 973 | 4.2 | 9 426 | 11.1 | 486 | 12.5 | 439 | 14.9 | 47 |
| 1972 | 7 167 | 2.8 | 10 553 | 12.0 | 546 | 12.3 | 527 | 19.9 | 19 |
| 1973 | 7 724 | 7.8 | 11 522 | 9.2 | 681 | 24.7 | 682 | 29.4 | −1 |
| 1974 | 7 953 | 3.0 | 10 489 | −9.0 | 837 | 22.9 | 683 | 0.2 | 154 |
| 1975 | 8 844 | 11 2 | 11 607 | 10.7 | 1 123 | 32.6 | 878 | 28.0 | 245 |
| 1976p | 10 089 | 14.1 | 11 134 | −4.1 | 1 628 | 45.0 | 1 008 | 14.9 | 620 |

Estimates from 1975 include figures supplied by the Economic Advisers Office of the State of Jersey. Information prior to 1975 is not available, and no Channel Islands data is included in respect of numbers of visits and length of stay. The percentage increase figures in table 1 for 1975 are based on figures which exclude the Channel Islands.
p Provisional.

**Table 2 Overseas visits to the United Kingdom: number of visits and expenditure by country of permanent residence, 1975-76**

| Country of permanent residence | Number of visits (thousands) 1975 | 1976p | Expenditure (£ million) 1975 | 1976p |
|---|---|---|---|---|
| **All countries** | 8 844 | 10 089 | 1 122.7[1] | 1 627.5[1] |
| **Western Europe EEC** | | | | |
| **Countries – total** | 4 303 | 4 985 | 315.8 | 455.3 |
| France | 1 025 | 1 171 | 67.8 | 89.0 |
| Fed Rep of Germany | 1 069 | 1 104 | 85.0 | 110.9 |
| Irish Republic | 703 | 721 | 48.2 | 54.4 |
| Italy | 291 | 281 | 32.0 | 34 7 |
| Belgium and Luxembourg | 522 | 683 | 28.4 | 52.2 |
| Netherlands | 564 | 832 | 43.8 | 90.7 |
| Denmark | 128 | 193 | 10.6 | 23.4 |
| **Western Europe non-EEC countries – total** | 1 128 | 1 385 | 151.8 | 242.0 |
| Norway, Sweden and Finland | 398 | 574 | 45.2 | 90.4 |
| Spain | 214 | 254 | 30.1 | 47.4 |
| Switzerland | 228 | 249 | 28.0 | 37.7 |
| Others | 289 | 308 | 48.5 | 66.4 |
| **Eastern Europe** | 47 | 58 | 4.0 | 6.7 |
| **Non-European countries – total** | 3 366 | 3 661 | 639.0 | 905.6 |
| USA | 1 350 | 1 490 | 200.9 | 267.7 |
| Canada | 467 | 477 | 66.5 | 91.5 |
| Japan | 122 | 119 | 16.3 | 19.9 |
| Australia and New Zealand | 363 | 412 | 84.0 | 114.5 |
| South Africa | 151 | 130 | 26.5 | 28.9 |
| Latin America | 160 | 156 | 25.3 | 39.2 |
| Middle East | 283 | 365 | 106.1 | 192.8 |
| Others | 470 | 511 | 113.5 | 151.2 |

[1] Including earnings in respect of Channel Islands, not allocated to area.
p Provisional.

7.3; visits to friends and relatives declined to 18.0 nights from 18.6 and those for other purposes to 16.6 nights from 20.0. These declines are more likely to indicate above average increases in the numbers of short-stay visitors than a general shortening of visits.

The average expenditure per day on visits to the United Kingdom increased to £12.7 in 1976 from £9.2 in 1975. Average expenditure per day has more than doubled since 1973, a higher increase than could be accounted for by price rises alone. A higher proportion of short-stay visitors, who have the largest per diem expenditure associated with the greater attraction of sterling to the foreign visitor have contributed significantly to this increase.

The average expenditure per visit increased by 27 per cent, from £124.3 in 1975 to £158.3 in 1976. The average for visits from EEC countries showed an increase of 25 per cent in 1976 to £89.3, the rest of western Europe 30 per cent to £174.3, north America 24 per cent to £182.0, and other countries 34 per cent to £315.4. These follow increases of 19, 13, 20 and 20 per cent respectively in 1975.

**Purpose of visit** (table 4)

Forty-nine per cent of overseas visitors to the United Kingdom in 1970 came for the purposes of a holiday, 18 per cent came for business, 17 per cent to visit friends and relatives, with the remaining 16 per cent coming for miscellaneous reasons including study, shopping, and visits for more than one purpose where none predominated. These show a higher proportion for holidaymakers (46 per cent in 1975) and marginally lower for visits on business and to friends and relatives. The expenditure in 1976 of £1,628 million by overseas visitors included £755 million (46 per cent) on holidays, £336 million (21 per cent) on business visits, £235 million (14 per cent) on visits to friends and relatives, and £283 million for miscellaneous purposes (17 per cent). Expenditure in the Channel Islands (£18 million) accounted for the remainder.

**Inclusive tours**

Thirty per cent of all holiday visitors (excluding visitors from the Irish Republic), came to the United Kingdom on inclusive tours in 1976, marginally higher than the 29 per cent in 1975. This contrasts with the 59 per cent of United Kingdom holiday trips abroad which were inclusive tours in 1976.

The proportion of holiday visitors from north America on inclusive tours declined from 34 per cent in 1974 to 31 per cent in 1975 and to 30 per cent in 1976. Inclusive tour visitors from western Europe however rose from 28 per cent of holiday visitors in 1974 to 32 per cent in 1975 and 35 per cent in 1976 (the proportion for non-EEC countries reaching 48 per cent).

**Method of travel**

During 1976 59 per cent of overseas visitors left the United Kingdom by air. This compares with 61 per cent in 1975 and 63 per cent in 1974. The proportion travelling by car has fallen steadily since the peak of 67 per cent recorded in 1972; the 1976 figure is the same as that recorded in 1968.

Travel by sea increased to 39 per cent in 1976 compared with 38 per cent in 1975 and 35 per cent in 1974. Travel across the Irish border accounted for the remaining traffic.

The proportion of north American visitors leaving by air in 1976 was 81 per cent and of west European visitors 46 per cent. The north American figure is the same as that recorded in 1972 and has remained almost constant since, whereas the west European figure has declined from 54 per cent four years ago. The apparent swing from air to sea travel has largely been brought about by the above average increase in west European visitors particularly those from the nearer EEC countries, who have the greatest propensity to sea travel.

It should be noted that visitors by sea include all of those travelling across the English Channel and North Sea; these include a proportion of visitors who arrive in Europe by air and continue to the UK by sea.

**Seasonal pattern**

The proportion of visitors in each quarter of 1976 was very similar to the pattern shown in previous years. Slightly over 39 per cent of visits were in the third quarter, only marginally lower than the 40 per cent recorded in 1972. Of holiday visits 45 per cent occurred in the third quarter (the same proportion as in each of the four previous years). Only business visits showed a more even seasonal spread – 20 per cent of visits in the first quarter, followed by 26 per cent, 25 per cent and 29 per cent in subsequent quarters. (The spread in 1975 was 22, 26, 24 and 27 per cent).

## Visits abroad by United Kingdom residents 1975 and 1976

**Visits and expenditure** (table 1)

Expenditure abroad in 1976 by United Kingdom residents increased by 15 per cent although the number of visits decreased by 4 per cent. The figures for 1975 had shown large increases both in expenditure (up 28 per cent) and in visits (up 11 per cent) compared with the depressed levels of 1974. Since 1973, before rising fuel costs placed a severe constraint on much international travel, the number of visits abroad has declined by 3 per cent: this compares with the 31 per cent increase in overseas visitors to the UK in the same period.

The £1,008 million spent abroad in 1976 included an estimated £10 million for rail transport abroad on journeys to and from

### Table 3 Overseas visitors: average length of stay in the United Kingdom and average expenditure per day and per visit by area of permanent residence and by purpose of visit, 1970-76

| | | Analysis by area of permanent residence | | | | Analysis by purpose of visit | | | |
|---|---|---|---|---|---|---|---|---|---|
| | Total[1] | Western Europe EEC countries[2] | Western Europe non-EEC countries | North America | Other countries | Holiday | Business | Visiting friends and relatives | Miscellaneous |
| **Average length of stay (days)** | | | | | | | | | |
| 1970 | 15.0 | 13.2 | | 12.2 | 28.7 | 11.9 | 7.1 | 18.6 | 27.1 |
| 1971 | 14.7 | 12.5 | | 12.5 | 27.8 | 12.0 | 7.2 | 18.5 | 30.0 |
| 1972 | 14.6 | 10.6 | 16.9 | 12.7 | 28.1 | 11.9 | 7.0 | 18 5 | 29.6 |
| 1973 | 14.2 | 10.3 | 16.1 | 12.9 | 26.9 | 12.1 | 7.7 | 18.9 | 24.9 |
| 1974 | 13.9 | 9.9 | 15.8 | 13.4 | 24.8 | 12.0 | 7.2 | 18.3 | 24.8 |
| 1975 | 13.6 | 9.5 | 13.5 | 13.4 | 24.8 | 11.9 | 7.3 | 18.6 | 20.0 |
| 1976 p | 12.4 | 8.7 | 12.2 | 12.6 | 23.1 | 11.2 | 6.8 | 18.0 | 16.6 |
| **Average expenditure per day (£)** | | | | | | | | | |
| 1970 | 4.2 | 3.4 | | 6.2 | 3.9 | 5.1 | 10.6 | 2.9 | 2.5 |
| 1971 | 4.7 | 3.9 | | 6.5 | 4.5 | 5.5 | 11.2 | 3.2 | 2.5 |
| 1972 | 5.1 | 4.3 | 4.8 | 6.8 | 4.8 | 6.0 | 12.4 | 3.3 | 3.0 |
| 1973 | 6.1 | 5.2 | 5.9 | 7.7 | 6.0 | 7.1 | 12.7 | 3.9 | 4.0 |
| 1974 | 7.5 | 6.1 | 7.5 | 9.1 | 7.9 | 8.1 | 16.4 | 4.9 | 5.0 |
| 1975 | 9.2 | 7.5 | 10.0 | 10.9 | 9.5 | 10.1 | 20.2 | 5.7 | 6.6 |
| 1976 p | 12.7 | 10.2 | 14.3 | 14.5 | 13.7 | 13.6 | 27.4 | 7.4 | 10.5 |
| **Average expenditure per visit (£)** | | | | | | | | | |
| 1970 | 63.3 | 45.7 | | 75.5 | 112.0 | 60.7 | 75.7 | 53.1 | 67.8 |
| 1971 | 69.1 | 48.4 | | 81.7 | 125.2 | 66.1 | 80.5 | 60.0 | 75.7 |
| 1972 | 75.2 | 45.1 | 80.5 | 86.6 | 134.0 | 71.8 | 86.9 | 61.8 | 88.3 |
| 1973 | 87.1 | 53.4 | 95.3 | 99.2 | 161.5 | 85.2 | 98.0 | 72.7 | 98.3 |
| 1974 | 104.2 | 60.2 | 118.5 | 121.9 | 195.2 | 97.4 | 118.2 | 90.6 | 124.2 |
| 1975 | 124.3 | 71.4 | 134.1 | 146.5 | 235.0 | 119.8 | 147.2 | 105.2 | 133.0 |
| 1976 p | 158.3 | 89.3 | 174.3 | 182.0 | 315.4 | 151.6 | 186.7 | 133.7 | 173.9 |

[1] Including the Irish Republic, excluding Channel Islands. [2] Including the Irish Republic from 1972. p Provisional.-

### Table 4 Number of visits of overseas visitors analysed by area of permanent residence and purpose of visit, 1976p

Thousands

| Area of permanent residence | Total | Holiday | Of which inclusive tours | Business | Visiting friends and relatives | Miscellaneous |
|---|---|---|---|---|---|---|
| All countries | 10 089 | 4 930 | — | 1 796 | 1 747 | 1 615 |
| Western Europe EEC countries[1] | 4 263 | 2 036 | 614 | 808 | 598 | 821 |
| Western Europe non-EEC countries | 1 385 | 668 | 320 | 299 | 184 | 234 |
| North America | 1 967 | 1 040 | 316 | 281 | 393 | 253 |
| Other countries | 1 752 | 862 | 140 | 281 | 350 | 258 |
| Irish Republic | 721 | 325 | — | 127 | 221 | 48 |

[1] Excluding Irish Republic. p Provisional.

foreign destinations (in 1975 a similar amount was incurred). The amount spent abroad does not include fares paid in the United Kingdom by United Kingdom residents to foreign air and sea carriers, which are estimated at £317 million in 1976 and £292 million in 1975.

**Countries visited** (table 5)
The decline in visits abroad in 1976 was concentrated in those to European countries. Visits to EEC countries, which in 1976 accounted for 52 per cent of all visits, were 2 per cent lower than in 1975; those to other west European countries (33 per cent of all visits) were 11 per cent lower. Visits to non-European countries on the other hand increased by 11 per cent in 1976 from 10 per cent to 12 per cent of all visits. Remaining visits, to eastern Europe and on cruises, declined by 8 per cent.

Among EEC countries in 1976 there were small increases to Belgium/Luxembourg and the Netherlands of 6 per cent and 5 per cent respectively. Declines in visits to other western European countries were spread across all countries (those to Spain were down 14 per cent to the lowest level since 1971) with the exception of Greece where numbers recovered from the depressed levels of 1974 and 1975. Bicentennial year in the USA attracted 15 per cent more visits than there were in 1975, Canada showed a smaller increase of 4 per cent and visits to the Middle East (which are largely for business purposes) rose by 18 per cent.

## Table 5 Visits abroad by United Kingdom residents: number of visits and expenditure abroad by main country visited, 1975-76

| Main country visited | Number of visits (thousands) | | Expenditure (£ million) | |
|---|---|---|---|---|
| | 1975 | 1976p | 1975 | 1976p |
| **All countries** | 11 607[1] | 11 134[1] | 877.6[2] | 1 008.2[2] |
| **Western Europe** | | | | |
| **EEC countries** | 5 939 | 5 815 | 332.2 | 373.0 |
| France | 2 149 | 2 036 | 110.9 | 119.0 |
| Fed Rep of Germany | 663 | 673 | 36.5 | 43.4 |
| Irish Republic | 1 337 | 1 304 | 75.0 | 80.1 |
| Italy | 726 | 690 | 61.9 | 68.7 |
| Belgium and Luxembourg | 444 | 472 | 18.8 | 21.2 |
| Netherlands | 506 | 531 | 21.5 | 30.8 |
| Denmark | 113 | 109 | 7.6 | 9.8 |
| **Western Europe non-EEC countries** | 4 170 | 3 725 | 355.4 | 379.1 |
| Austria | 261 | 197 | 22.8 | 20.4 |
| Gibraltar/Malta/Cyprus | 225 | 217 | 21.5 | 22.4 |
| Greece | 287 | 356 | 28.0 | 42.0 |
| Portugal | 118 | 85 | 11.4 | 11.6 |
| Norway, Sweden and Finland | 227 | 220 | 18.7 | 23.0 |
| Spain | 2 521 | 2 170 | 206.9 | 209.2 |
| Switzerland | 280 | 252 | 23.8 | 25.4 |
| Yugoslavia | 216 | 198 | 17.9 | 20.5 |
| Others | 35 | 32 | 4.4 | 4.7 |
| **Eastern Europe** | 174 | 158 | 16.1 | 15.7 |
| **Non-European countries** | 1 167 | 1 292 | 170.9 | 236.4 |
| USA | 300 | 346 | 46.4 | 65.5 |
| Canada | 192 | 200 | 23.5 | 31.5 |
| British West Indies | 82 | 85 | 11.0 | 14.9 |
| Australia and New Zealand | 60 | 63 | 13.6 | 16.0 |
| Others | 533 | 598 | 76.3 | 108.5 |

[1] Including cruise holidays not allocated to area (156 000 in 1975, 144 000 in 1976).
[2] Includes Channel Islands expenditure not allocated to area.
p Provisional.

**Length of stay and average expenditure per night** (table 6)
The average length of stay for visits abroad in both 1975 and 1976 was 13.7 days; it had been 13.4 days in 1974. This contrasts with the continuing decline in average length of stay of overseas visitors and suggests that such declines are usually associated with increasing volumes of visitor traffic.

Average expenditure per visit in 1976 increased by 20 per cent and follows the 15 per cent increase seen in 1975. Average expenditure on visits to EEC countries rose by 15 per cent and on those to other western European countries by 19 per cent.

The average expenditure on visits to north America in 1976 increased by 25 per cent to £177, approximately three times the figure for visits to EEC countries and very similar to the amount spent by north American visitors to the UK. Average expenditure per day was highest on visits to non-EEC western European countries but for all areas the figures were only about half those for visits to the UK.

**Purpose of visit** (table 7)
In 1976 62 per cent of United Kingdom residents going abroad went for the purpose of a holiday. This compares with 65 per cent in 1975, 64 per cent in 1974 and as high as 71 per cent in 1971. Eighteen per cent went for business reasons (15 per cent in 1975), and 16 per cent for visiting friends and relatives (15 per cent in 1975). The remaining 5 per cent in both 1975 and 1976 went for miscellaneous purposes.

Holiday visits to EEC countries accounted for 52 per cent of all visits (54 per cent in 1975), while to non-EEC western Europe countries they accounted for 85 per cent (87 per cent in 1975). Holiday visits to north America were 31 per cent of all visits and a further 43 per cent were to friends and relatives (in 1975 30 per cent and 45 per cent); to other countries 43 per cent of visits were for holidays and a further 27 per cent to friends and relatives (in 1975 45 per cent and 28 per cent).

**Inclusive tours**
In 1976 the proportion of holidaymakers going abroad on inclusive tours was 59 per cent (excluding visits to the Irish Republic). The figure for 1975 was 60 per cent, and in 1973 67 per cent.

Of all inclusive tours 23 per cent were to EEC countries, 68 per cent to other European countries, 6 per cent to other areas (including north Africa), and 4 per cent were on cruises. These proportions show little change from 1975 but have changed from 1973 when only 18 per cent were to EEC countries and 72 per cent were to other western European countries.

Spain continued to be predominant as a destination attracting 46 per cent of inclusive tour visitors. Since 1973 inclusive-tours to Austria and Switzerland have declined from 10 per cent to 5 per cent of the total and Portugal from 3 per cent to 1 per cent; the only country to show a substantial gain in the same period has been France (4 per cent to 8 per cent).

Associated with the increase of inclusive tours to France has been the increasing proportion of those travelling by sea: in 1976 19 per cent of holiday tours to all areas were by sea (in 1975 22 per cent) but in 1973 only 15 per cent.

**Method of travel**
In 1976 62 per cent of United Kingdom residents travelling abroad went by air (60 per cent in 1975), and 35 per cent travelled by sea, including 1 per cent on cruises (37 per cent in 1975). In both 1975 and 1976, travel

## Table 6 United Kingdom residents: average length of stay outside the United Kingdom and average expenditure per day and per visit by area visited and by purpose of visit, 1970-76

| | | Analysis by area visited | | | | Analysis by purpose of visit | | | |
|---|---|---|---|---|---|---|---|---|---|
| | Total[1] | Western Europe EEC countries[2] | Western Europe non-EEC countries | North America | Other countries | Holiday | Business | Visiting friends and relatives | Miscellaneous |
| **Average length of stay (days)** | | | | | | | | | |
| 1970 | 14.8 | 13.1 | | 34.3 | 35.3 | 13.8 | 9.1 | 22.0 | 27.1 |
| 1971 | 14.2 | 12.3 | | 31.8 | 35.4 | 13.3 | 9.4 | 21.3 | 23.7 |
| 1972 | 13.9 | 10.5 | 12.9 | 31.1 | 34.1 | 12.8 | 9.4 | 20.5 | 24.8 |
| 1973 | 13.9 | 10.9 | 13.0 | 29.1 | 33.1 | 12.9 | 8.7 | 21.2 | 23.9 |
| 1974 | 13.4 | 9.3 | 13.3 | 29.4 | 35.5 | 12.3 | 8.2 | 21.3 | 22.4 |
| 1975 | 13.7 | 9.4 | 13.5 | 28.7 | 36.3 | 12.6 | 8.7 | 21.8 | 18.5 |
| 1976 p | 13.7 | 9.2 | 13.7 | 28.1 | 33.9 | 12.5 | 9.0 | 21.8 | 18.9 |
| **Average expenditure per day (£)** | | | | | | | | | |
| 1970 | 2.9 | 3.1 | | 2.6 | 2.4 | 3.1 | 6.0 | 1.5 | 1.6 |
| 1971 | 3.2 | 3.4 | | 2.9 | 2.5 | 3.3 | 6.3 | 1.7 | 1.8 |
| 1972 | 3.5 | 3.8 | 3.8 | 3.0 | 2.7 | 3.7 | 7.0 | 1.8 | 1.8 |
| 1973 | 4.2 | 4.2 | 4.8 | 3.5 | 3.0 | 4.6 | 7.9 | 2.0 | 2.1 |
| 1974 | 4.8 | 5.0 | 5.5 | 4.0 | 3.3 | 5.2 | 9.7 | 2.3 | 2.4 |
| 1975 | 5.4 | 5.6 | 6.2 | 4.9 | 3.7 | 6.0 | 10.3 | 2.6 | 3.1 |
| 1976 p | 6.5 | 6.5 | 7.3 | 6.3 | 5.0 | 7.1 | 12.9 | 3.0 | 3.4 |
| **Average expenditure per visit (£)** | | | | | | | | | |
| 1970 | 43.1 | 40.8 | | 88.5 | 84.8 | 42.6 | 54.3 | 34.0 | 42.5 |
| 1971 | 45.3 | 42.1 | | 92.2 | 88.4 | 44.2 | 59.0 | 35.8 | 43.1 |
| 1972 | 49.0 | 39.7 | 49.4 | 93.1 | 92.8 | 47.8 | 65.9 | 37.4 | 47.9 |
| 1973 | 58.3 | 45.4 | 62.4 | 103.1 | 100.3 | 59.8 | 68.6 | 43.4 | 49.9 |
| 1974 | 63.9 | 46.3 | 72.8 | 117.4 | 117.7 | 64.1 | 79.5 | 49.1 | 52.9 |
| 1975 | 73.8 | 52.1 | 84.0 | 141.7 | 135.8 | 75.4 | 89.9 | 56.8 | 57.7 |
| 1976 p | 88.4 | 60.0 | 100.2 | 177.4 | 169.5 | 88.5 | 116.4 | 64.5 | 63.5 |

[1] Including the Irish Republic, excluding Channel Islands. [2] Including the Irish Republic from 1972. p Provisional.

across the Irish border accounted for the remaining 3 per cent. In spite of the increase in the proportion of visits by air they still accounted for considerably less than the 67 per cent share they held in 1972 and 1973.

Of visits to EEC countries 38 per cent were by air in 1976 compared with 36 per cent in 1975, but as high as 45 per cent in 1973. Visits to non-EEC western European countries continued to be predominantly by air (87 per cent in 1976, 85 per cent in 1975). Air transport was used on 60 per cent of holiday visits (59 per cent in 1975, but considerably higher in 1973 when 68 per cent), and 79 per cent of business visits (the same as 1975, but 83 per cent in 1973).

**Seasonal pattern**

The spread through the quarters of visits abroad by United Kingdom residents in 1976 was similar to that in 1975 (15, 26, 41 and 18 per cent for the four quarters of 1976 and 15, 25, 43 and 17 per cent for 1975). The one variation to this pattern in both 1975 and 1976 was shown in visits abroad for business purposes (22, 27, 23 and 28 per cent for 1976 and 23, 27, 24 and 27 per cent for 1975). The proportion of holidays taken in the third quarter was 47 per cent in 1976, slightly down on the 48 per cent recorded in 1975 but slightly higher than the corresponding figure for overseas visitors to the UK.

## Notes and definitions

**The international passenger survey**

The system of interviewing passengers was described in the *Board of Trade Journal*, 23 August 1963. The Office of Population Censuses and Surveys (acting on behalf of the Department of Industry as well as meeting its own requirements) interviews a stratified and random sample of passengers entering and leaving this country on all the principal air and sea routes (other than those to the Irish Republic) to obtain information about international migration, tourism, and the contribution of travel expenditure to the balance of payments. The interviews are voluntary and anonymous; an estimated 260 000 successful interviews were carried out in 1976 on the routes surveyed.

About 85 per cent of the passengers entering and leaving the United Kingdom, other than those on routes to and from the Irish Republic, travel on routes which were covered by the survey and at times when passengers were interviewed. Estimates are made for non-surveyed times and routes, the numbers travelling on which are known. Information about the numbers and expenditure of passengers travelling between the Irish Republic and the United Kingdom is obtained from the Central Statistics Office of the Irish Republic.

Estimates are included also for expenditure by visitors to the United Kingdom in transit, and for overseas expenditure by British passengers on cruises or on excursion vessels making day trips to the continent.

**Sampling scheme**

At Heathrow airport during 1976 nearly 1.7 per cent of the incoming and outgoing passengers on the long air routes and 0.67 per cent of incoming and outgoing passengers on the short air routes were interviewed.

At the smaller airports, which are regularly covered, the percentage sampled generally varied between 0.8 per cent and 2 per cent in the winter months (first and fourth quarters) and between 0.7 per cent and 1.2 per cent in the summer months according to the airport concerned but at Prestwick between 3.7 per cent of all passengers in the summer months and 5 per cent in the winter months were interviewed.

From April 1975 all airports handling international passenger traffic were included in the sample and in addition to the regular coverage of all Heathrow terminals, Gatwick, Luton, Manchester–Ringway and Prestwick, a number of visits were made to airports with lower international traffic densities. The percentage of traffic sampled at these airports is 0.1 per cent.

The sample weights are adjusted for known traffic densities and appropriate allowance made for traffic not covered.

When the short sea routes are sampled, about one-third per cent of summer and one-half per cent of winter traffic is interviewed. In a two-stage sample, cross-Channel boats are sampled in proportion to the weight of traffic handled in the previous year and a predetermined number of passengers is interviewed in each selected boat. One-third per cent of the summer and one-half per cent of the winter traffic on Hovercraft flights were interviewed covering the last three quarters of the year.

On the long sea routes every liner or other ship having more than 200 passengers arriving or departing is covered. One ship in every two of other ships carrying more than 12 passengers on those routes is also covered. In total, approximately 4 per cent of incoming and outgoing passengers is sampled on the long sea routes.

**Migration**

The international passenger survey defines a 'migrant' as a resident of the United Kingdom leaving for another country, or a resident of a country outside the British Isles arriving in the United Kingdom, who has stated the intention of remaining in that country for 12 months or more. These data are analysed by the Office of Population Censuses and Surveys enabling that department to estimate gross and net migration into and out of England and Wales, and in conjunction with the registrars general for Scotland and Northern

**Table 7 Number of visits of United Kingdom residents analysed by area visited and purpose of visit, 1976p**

Thousands

| Area visited | Total | Holiday | Of which inclusive tours | Business | Visiting friends and relatives | Miscellaneous |
|---|---|---|---|---|---|---|
| All countries[1] | 11 134 | 6 886 | — | 1 963 | 1 752 | 533 |
| Western Europe EEC countries[2] | 4 512 | 2 437 | 854 | 1 101 | 627 | 346 |
| Western Europe non-EEC countries | 3 725 | 3 151 | 2 495 | 302 | 204 | 68 |
| North America | 547 | 169 | 13 | 120 | 235 | 23 |
| Other countries | 903 | 385 | 207 | 234 | 245 | 39 |
| Irish Republic | 1 304 | 599 | — | 207 | 442 | 56 |

[1] Including cruise holidays not allocated to area (144 000). [2] Excluding Irish Republic. p Provisional.

**Table 8 Number of visits, earnings and expenditure, 1975-76[1]**

| | Visits | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | To the UK by overseas visitors | | Overseas by UK residents[2] | | Earnings | | Expenditure | | Balance |
| | Thous | % increase on previous year | Thous | % increase on previous year | £m | % increase on previous year | £m | % increase on previous year | £m |
| **1975** | | | | | | | | | |
| 1st qtr | 1 474 | 21.1 | 1 699 | 11.8 | 173 | 39.3 | 122 | 28.7 | +51 |
| 2nd qtr | 2 100 | 5.1 | 2 943 | 10.5 | 245 | 23.3 | 205 | 27.7 | +40 |
| 3rd qtr | 3 525 | 13.2 | 4 990 | 10.5 | 451 | 42.2 | 386 | 28.3 | +65 |
| 4th qtr | 1 745 | 7.5 | 1 974 | 10.3 | 254 | 23.1 | 165 | 27.1 | +89 |
| **1976** | | | | | | | | | |
| 1st qtr p | 1 476 | 0.1 | 1 625 | −4.4 | 210 | 21.7 | 140 | 14.7 | +70 |
| 2nd qtr p | 2 406 | 14.6 | 2 973 | 1.0 | 353 | 43.9 | 244 | 19.0 | +109 |
| 3rd qtr p | 3 983 | 13.0 | 4 545 | −8.9 | 652 | 44.7 | 415 | 7.7 | +237 |
| 4th qtr p | 2 223 | 27.4 | 1 992 | 0.9 | 413 | 62.2 | 209 | 26.8 | +204 |

[1] Including Irish Republic. [2] Including cruises. p Provisional.

**Table 9 Number of visits to the United Kingdom by overseas visitors and numbers of visits abroad by United Kingdom residents analysed by area, 1975-76**

Thousands

| Visits from/to | Visits to the UK by overseas visitors | | | Visits overseas by UK residents[2] | | |
|---|---|---|---|---|---|---|
| | 1975 | 1976 p | Percentage change | 1975 | 1976 p | Percentage change |
| All countries[1] | 8 141 | 9 368 | +15.1 | 10 269 | 9 831 | −4.3 |
| Western Europe EEC countries[1] | 3 599 | 4 263 | +18.4 | 4 602 | 4 512 | −2.0 |
| Western Europe non-EEC countries | 1 128 | 1 385 | +22.8 | 4 170 | 3 725 | −10.7 |
| North America | 1 817 | 1 967 | +8.3 | 492 | 547 | +11.2 |
| Other countries | 1 597 | 1 752 | +9.7 | 849 | 903 | +6.4 |

[1] Excluding Irish Republic. [2] Including cruises not allocated to area. p Provisional.

Ireland, migration for the United Kingdom.

Statistics obtained from the survey are currently made available in the quarterly publication *Population Trends* and, in more detail, in an annual reference volume, *International Migration* the first of which is due to appear shortly.

A newly introduced series of Migration Monitors are published as and when data become available. They give an indication of changes in certain aspects of migration for successive quarters of the year. These monitors are available from Information Branch (Dept M), Office of Population Censuses and Surveys, St Catherines House, 10 Kingsway, London WC2B 6JP.

**Estimates of fares**

The international passenger survey yields estimates of the fares earned by British airlines and sea carriers from visitors to the United Kingdom, and fares paid by United Kingdom residents to overseas carriers. The estimates of air fares are based on information given by passengers about the flight number, the airport of origin or destination, the class of travel, and the types of fare paid. On sea routes, the passenger is asked directly the fares paid, because of the considerable variations within each class of travel, but estimates are made on similar lines as for air travel when the passenger does not know the actual fare paid.

**Coverage**

Earnings and expenditure figures exclude payments of air and sea travel to and from the United Kingdom though they include small amounts in respect of international rail fares. Earnings do not include the personal export of cars purchased by visitors to this country estimated to amount to about £21 million a year, which are included in the overseas trade statistics; also excluded are overseas visitors' purchases on British carriers or at the duty free shops at British airports, estimated at about £6 million a year. Earnings include estimates of the expenditure of overseas visitors in transit or on day trips to this country. Similarly expenditure estimates include the expenditure of United Kingdom residents going abroad on day trips or cruises. A consequence of the inclusion of these estimates is that the earnings and expenditure figures do not exactly correspond to the figure for numbers of visits, which exclude visitors in transit and – so far as possible – those on day trips.

Migrants and persons travelling overseas to take up employment together with military personnel, merchant seamen and airline personnel travelling on duty, are excluded.

**Definitions**

The numbers are numbers of visits, not numbers of visitors. Anyone entering or leaving more than once in the same period is counted on the occasion of each visit.

The count of visits relates to those ending during each period, ie to British residents returning to this country, and to overseas residents leaving it.

'Overseas visitor' means person who, being permanently resident in a country outside the United Kingdom, visits the United Kingdom for a period of less than 12 months. Included are United Kingdom citizens resident overseas for 12 months or more coming home on leave.

Visits abroad similarly are visits for a period of less than 12 months by people permanently resident in the United Kingdom (who may be of foreign or Commonwealth nationality).

Visits for miscellaneous purposes include visits for the purpose of study, to attend sporting events, for shopping, health, religious or other purposes. together with visits for more than one purpose where none predominates (eg visits both on business and on holiday).

In the calculation of the average expenditures per visit and per day the following adjustments have been made:

1 The number of visits, stay and expenditure of:
Visitors in transit of less than one day,
United Kingdom residents on cruise holidays and
day trippers across the Irish border and on special excursion boats have been excluded.
2 The estimates for rail fares have been excluded from earnings and expenditure.

Average length of stay covers:

1 Overseas visitors – stay within the United Kingdom.
2 Residents of United Kingdom – time spent, including journey, outside the United Kingdom.

An inclusive tour is defined as a holiday for which the tourist is unable to distinguish (within the total cost of the visit) the prepaid cost of his fare to and from his destination from the cost of accommodation.

**Areas**

The geographical divisions are:

1 Western Europe EEC: Belgium, Denmark (including Faeroe Islands and Greenland), Federal Republic of Germany, France (including Monaco), Irish Republic, Italy (including San Marino), Luxembourg, the Netherlands.
2 Western Europe non-EEC: Austria, Cyprus, Finland, Gibraltar, Greece, Iceland, Malta, Norway, Portugal (including Azores and Madeira), Spain (including Canary Islands), Sweden, Switzerland (including Liechtenstein), Turkey, Yugoslavia.
3 Eastern Europe: Albania, Bulgaria, Czechoslovakia, East Germany, Hungary, Poland, Romania, USSR.
4 North America: Canada, USA (including Puerto Rico and US Virgin Islands).
5 Latin America: Argentina, Bolivia, Brazil, Chile, Colombia, Costa Rica, Cuba, the Dominican Republic, Ecuador, El Salvador, French Guiana, Guadeloupe, Guatemala, Haiti, Honduras, Martinique, Mexico, Netherlands Antilles, Nicaragua, Panama (including Canal Zone), Paraguay, Peru, Surinam, Uruguay, Venezuela.
6 British West Indies: Antigua, Bahamas, Barbados, Belize, Bermuda, British Virgin Islands, Cayman Islands, Dominica, Grenada, Guyana, Jamaica, Montserrat, St Kitts-Nevis-Anguilla, St Lucia, St Vincent, Trinidad and Tobago, Turks and Caicos Islands.
7 Middle East: Bahrain, Iran, Iraq, Israel, Jordan, Kuwait, Lebanon, North Yemen, Oman, Qatar, Saudi Arabia, South Yemen, Syria, United Arab Emirates.

**Inquiries:** 01-212 5555.

# Index of industrial production for May

The provisional estimate for the total all-industries' index of industrial production in May 1977 is 104.2 and that for manufacturing alone is 105.8 (1970 = 100).

Latest provisional estimates to May suggest that the underlying level of industrial output was little changed. Changes in the incidence of the spring bank holiday have affected the estimates for May.

It is provisionally estimated that, before any adjustment to allow for the use of delivery indicators (see below), the average levels of the all-industries' index and the corresponding index for manufacturing industry in March to May 1977 were little changed from their levels in the previous three months. The analysis by broad market sectors shows that, over the same period, the output of the investment goods industries rose by about 2 per cent, the output of the consumer goods industries was little changed, whilst the output of the intermediate goods industries fell by about 1 per cent.

On a longer term comparison, the all-industries' index in the latest three months was about ½ per cent above its level in the same period a year ago; the corresponding rise for manufacturing industries was over 1 per cent.

The use of series for some industries which measure deliveries rather than production resulted in the all-industries' index understating the level of output in the first quarter of 1976 by about ¼ per cent, overstating it by about ¾ per cent in the second and third quarters, and understating it again by about ½ per cent in the fourth quarter of 1976 and by about ¼ per cent in the first quarter of 1977.

The index numbers are all seasonally adjusted. The seasonal adjustment process is designed to remove annually recurring month-to-month variations due, for example, to the incidence of holidays. The adjustments, however, can in general only be derived from analysis of past experience, and may not therefore be completely appropriate when holiday patterns change sharply. The introduction of a public holiday on new year's day seems to have led to more shutdowns of industrial plant in the last week of December and early in January. There is some unquantifiable evidence to suggest that some industrial establishments took holidays at the beginning of June 1976, immediately following the spring bank holiday on 31 May – in recent years most of such holidays would have fallen in May. The spring bank holiday for 1977 was taken on 6 June in England and Wales. The seasonal adjustment process will not have fully reflected these changing holiday patterns. The effect on the provisional figures for May 1977, however, is thought to be less than in the corresponding period last year.

**Inquiries:** 01-215 3158.

## Index of industrial production

Seasonally adjusted — 1970 = 100

| | Total all industries | All industries other than construction | Mining and quarrying | Manufacturing industries | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | Total | Food, drink and tobacco | | | | | Engineering and allied industries | | | | | | |
| | | | | | Total | Food | Drink and tobacco | Coal and petroleum products | Chemicals and allied industries | Total | Mechanical engineering | Instrument engineering | Electrical engineering | Shipbuilding and marine engineering | Total vehicles | Metal goods n.e.s. |
| Weights | 1,000 | 850 | 37 | 745 | 84 | 52 | 32 | 7 | 58 | 319 | 100 | 15 | 67 | 16 | 73 | 48 |
| 1971 | 100.3 | 99.9 | 100.0 | 99.5 | 100.6 | 99.9 | 101.9 | 103.3 | 102.1 | 98.9 | 98.0 | 103.3 | 101.7 | 98.7 | 100.2 | 93.3 |
| 1972 | 102.5 | 102.1 | 84.1 | 102.1 | 104.9 | 104.0 | 106.5 | 102.5 | 108.1 | 99.3 | 94.1 | 102.0 | 106.6 | 89.5 | 104.0 | 95.4 |
| 1973 | 110.0 | 110.6 | 92.6 | 110.7 | 109.3 | 106.3 | 114.2 | 110.0 | 120.9 | 107.5 | 102.8 | 110.2 | 121.3 | 90.6 | 107.6 | 102.9 |
| 1974 | 107.0 | 108.6 | 78.8 | 109.1 | 109.9 | 104.5 | 118.8 | 106.0 | 127.8 | 108.7 | 107.2 | 118.0 | 122.6 | 92.4 | 103.0 | 103.6 |
| 1975 | 101.8 | 103.4 | 86.0 | 102.5 | 108.7 | 101.1 | 121.1 | 92.0 | 116.8 | 103.7 | 105.2 | 118.6 | 113.2 | 98.0 | 96.7 | 95.2 |
| 1976 | 102.3 | 104.6 | 89.2 | 103.5 | 110.6 | 103.2 | 122.7 | 96.3 | 128.7 | 99.8 | 97.3 | 114.3 | 110.6 | 88.9 | 96.8 | 93.5 |
| 1976 1st qtr | 101.9 | 103.5 | 87.6 | 102.1 | 106.2 | 100.5 | 115.4 | 94.5 | 124.2 | 99.3 | 99.4 | 110.9 | 106.9 | 88.1 | 96.3 | 92.9 |
| 2nd qtr | 102.4 | 104.5 | 88.9 | 103.6 | 112.6 | 105.2 | 124.9 | 96.5 | 127.9 | 100.2 | 98.6 | 115.8 | 110.3 | 89.5 | 97.2 | 92.8 |
| 3rd qtr | 101.5 | 104.2 | 86.4 | 103.6 | 112.5 | 103.6 | 127.1 | 96.2 | 129.4 | 99.7 | 96.5 | 111.4 | 112.1 | 89.5 | 97.1 | 92.7 |
| 4th qtr | 103.2 | 106.1 | 94.0 | 104.5 | 110.9 | 103.3 | 123.4 | 98.0 | 133.1 | 100.0 | 94.6 | 119.1 | 113.3 | 88.6 | 96.7 | 95.7 |
| 1977 1st qtr | 103.2 | 107.2 | 103.8 | 105.3 | 111.1 | 104.6 | 121.8 | 96.6 | 132.0 | 101.0 | 96.3 | 114.6 | 114.6 | 85.8 | 97.5 | 97.9 |
| 1976 Jan | 101.2 | 102.7 | 90 | 101.9 | 102 | 98 | 109 | 91 | 121 | 99 | 100 | 110 | 107 | 85 | 94 | 95 |
| Feb | 102.6 | 104.4 | 87 | 102.4 | 107 | 101 | 118 | 94 | 124 | 99 | 99 | 111 | 107 | 89 | 98 | 92 |
| Mar | 101.9 | 103.5 | 86 | 102.0 | 109 | 102 | 119 | 98 | 127 | 99 | 99 | 112 | 107 | 91 | 96 | 92 |
| Apr | 102.3 | 104.4 | 89 | 103.3 | 112 | 105 | 124 | 99 | 127 | 100 | 99 | 115 | 109 | 92 | 96 | 92 |
| May | 104.4 | 106.9 | 89 | 106.4 | 113 | 107 | 123 | 92 | 127 | 102 | 99 | 116 | 110 | 84 | 103 | 100 |
| June | 100.4 | 102.3 | 88 | 101.2 | 112 | 103 | 127 | 98 | 130 | 98 | 98 | 116 | 111 | 93 | 92 | 87 |
| Jul | 101.4 | 104.1 | 85 | 103.7 | 112 | 104 | 126 | 95 | 127 | 101 | 97 | 111 | 111 | 86 | 106 | 90 |
| Aug | 100.7 | 103.2 | 87 | 102.7 | 111 | 103 | 125 | 91 | 128 | 99 | 97 | 111 | 112 | 92 | 90 | 95 |
| Sept | 102.5 | 105.3 | 88 | 104.5 | 114 | 104 | 130 | 103 | 134 | 99 | 96 | 112 | 113 | 91 | 95 | 93 |
| Oct | 102.9 | 105.7 | 91 | 104.8 | 111 | 104 | 122 | 101 | 130 | 100 | 94 | 119 | 113 | 82 | 98 | 98 |
| Nov | 103.5 | 106.4 | 94 | 104.9 | 112 | 105 | 123 | 98 | 137 | 100 | 95 | 119 | 113 | 92 | 99 | 94 |
| Dec | 103.3 | 106.1 | 96 | 103.7 | 110 | 102 | 125 | 94 | 133 | 99 | 95 | 119 | 114 | 91 | 93 | 95 |
| 1977 Jan | 103.4 | 107.4 | 102 | 105.1 | 108 | 104 | 114 | 92 | 126 | 101 | 97 | 116 | 115 | 77 | 100 | 98 |
| Feb | 103.3 | 107.3 | 104 | 105.6 | 112 | 106 | 124 | 102 | 135 | 100 | 96 | 115 | 115 | 88 | 93 | 100 |
| Mar | 103.0 | 106.9 | 105 | 105.3 | 113 | 104 | 128 | 96 | 135 | 101 | 96 | 114 | 115 | 92 | 99 | 97 |
| Apr | 102.7 | 106.2 | 106 | 104.0 | 113 | 107 | 124 | 94 | 131 | 101 | 95 | 113 | 114 | 85 | 100 | 99 |
| May | 104.2 | 107.9 | 108 | 105.8 | 113 | 108 | 123 | 94 | 131 | 104 | 96 | 112 | 115 | 90 | 106 | 103 |
| % change latest 3 months on previous 3 months | — | — | +5.6 | +0.2 | +2.7 | +2.4 | +3.1 | −1.5 | +0.7 | +1.7 | −0.4 | −3.0 | +0.2 | +4.1 | +6.8 | +2.1 |
| % change latest 3 months on a year earlier | +0.4 | +1.9 | +21.1 | +1.1 | +1.5 | +1.2 | +1.8 | −1.9 | +4.1 | +1.5 | −3.5 | −1.4 | +5.0 | +0.3 | +3.4 | +5.5 |

| | Manufacturing industries (continued) | | | | | | | | | | | | Construction | Gas, electricity and water |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Metal manufacture | | | Textiles, leather and clothing | | | | Bricks, pottery, glass, etc | | | | | | |
| | Total | Ferrous | Non-ferrous | Total | Textiles | Leather, leather goods and fur | Clothing and footwear | Total | Bricks, cement, etc | Pottery and glass | Timber, furniture, etc | Paper, printing and publishing | Other manufacturing industries | | |
| Weights | 57 | 43 | 14 | 76 | 49 | 3 | 24 | 27 | 17 | 10 | 22 | 64 | 31 | 146 | 72 |
| 1971 | 91.3 | 89.8 | 95.8 | 102.2 | 100.6 | 103.0 | 105.4 | 108.1 | 107.0 | 109.8 | 103.0 | 97.3 | 99.8 | 103.1 | 103.9 |
| 1972 | 91.4 | 89.4 | 97.3 | 104.5 | 102.9 | 104.5 | 107.8 | 115.2 | 115.1 | 115.3 | 113.5 | 102.6 | 104.3 | 104.9 | 111.4 |
| 1973 | 100.0 | 97.3 | 108.5 | 110.1 | 108.6 | 101.1 | 114.6 | 126.0 | 123.7 | 129.5 | 132.6 | 112.1 | 116.6 | 107.0 | 118.1 |
| 1974 | 91.7 | 87.7 | 104.2 | 103.1 | 99.2 | 94.9 | 112.2 | 116.6 | 108.3 | 129.5 | 112.1 | 108.8 | 114.5 | 97.9 | 118.7 |
| 1975 | 78.6 | 74.2 | 92.2 | 99.5 | 93.8 | 92.9 | 112.2 | 107.7 | 99.7 | 120.4 | 110.2 | 95.6 | 105.5 | 92.6 | 120.6 |
| 1976 | 85.2 | 82.0 | 95.2 | 101.5 | 97.2 | 95.6 | 111.2 | 110.3 | 100.8 | 125.1 | 111.2 | 97.6 | 114.8 | 88.9 | 123.9 |
| 1976 1st qtr | 83.2 | 79.7 | 94.1 | 102.5 | 98.4 | 98.5 | 111.5 | 111.0 | 104.0 | 121.8 | 111.3 | 95.9 | 111.6 | 92.5 | 127.3 |
| 2nd qtr | 87.8 | 84.9 | 96.9 | 99.5 | 95.1 | 92.8 | 109.3 | 108.3 | 100.5 | 120.6 | 109.8 | 98.0 | 113.1 | 90.0 | 121.5 |
| 3rd qtr | 84.6 | 81.5 | 94.4 | 101.2 | 97.1 | 94.6 | 110.8 | 112.2 | 101.3 | 129.3 | 111.6 | 97.4 | 113.8 | 86.2 | 118.5 |
| 4th qtr | 85.3 | 82.0 | 95.5 | 102.9 | 98.4 | 96.4 | 113.1 | 109.6 | 97.5 | 128.7 | 112.1 | 99.2 | 120.6 | 86.8 | 128.5 |
| 1977 1st qtr | 85.7 | 81.2 | 99.7 | 106.0 | 100.1 | 95.3 | 119.6 | 106.9 | 93.3 | 128.2 | 108.4 | 101.6 | 124.7 | 80.3 | 127.7 |
| 1976 Jan | 88 | 86 | 95 | 107 | 104 | 98 | 116 | 107 | 102 | 115 | 113 | 95 | 109 | | 118 |
| Feb | 82 | 78 | 94 | 102 | 99 | 98 | 111 | 113 | 104 | 125 | 113 | 97 | 113 | | 134 |
| Mar | 80 | 75 | 93 | 98 | 93 | 98 | 107 | 113 | 106 | 125 | 109 | 96 | 114 | | 129 |
| Apr | 85 | 81 | 96 | 99 | 96 | 93 | 107 | 109 | 102 | 119 | 110 | 99 | 113 | | 123 |
| May | 102 | 101 | 108 | 104 | 99 | 93 | 116 | 109 | 100 | 123 | 116 | 99 | 115 | | 121 |
| June | 76 | 73 | 87 | 95 | 91 | 93 | 105 | 107 | 99 | 120 | 104 | 96 | 111 | | 120 |
| Jul | 86 | 82 | 97 | 100 | 96 | 95 | 108 | 113 | 100 | 133 | 110 | 99 | 109 | | 117 |
| Aug | 86 | 84 | 91 | 101 | 97 | 95 | 110 | 110 | 100 | 125 | 112 | 97 | 109 | | 117 |
| Sept | 82 | 78 | 94 | 103 | 98 | 95 | 114 | 114 | 104 | 130 | 113 | 97 | 123 | | 122 |
| Oct | 90 | 86 | 101 | 103 | 99 | 96 | 113 | 108 | 97 | 125 | 118 | 101 | 119 | | 122 |
| Nov | 85 | 84 | 89 | 101 | 98 | 96 | 110 | 111 | 97 | 132 | 110 | 97 | 124 | | 128 |
| Dec | 81 | 76 | 96 | 104 | 99 | 96 | 117 | 110 | 98 | 129 | 108 | 99 | 119 | | 136 |
| 1977 Jan | 92 | 89 | 102 | 107 | 103 | 95 | 117 | 106 | 90 | 129 | 110 | 101 | 124 | | 133 |
| Feb | 84 | 79 | 99 | 107 | 100 | 95 | 123 | 105 | 94 | 124 | 109 | 102 | 127 | | 126 |
| Mar | 81 | 75 | 98 | 104 | 97 | 95 | 119 | 110 | 96 | 132 | 106 | 101 | 124 | | 124 |
| Apr | 79 | 73 | 99 | 101 | 95 | 96 | 115 | 105 | 91 | 127 | 100 | 101 | 119 | | 128 |
| May | 83 | 79 | 94 | 103 | 95 | 96 | 120 | 108 | 91 | 134 | 104 | 101 | 123 | | 128 |
| % change latest 3 months on previous 3 months | −5.9 | −7.5 | −1.6 | −3.4 | −5.0 | −0.1 | −1.0 | +0.4 | −1.8 | +3.0 | −5.3 | +0.3 | −0.9 | | −3.7 |
| % change latest 3 months on a year earlier | −9.2 | −12.0 | −1.7 | +2.3 | −0.2 | +0.9 | +7.0 | −2.5 | −10.0 | +7.3 | −7.3 | +3.4 | +7.2 | | +1.8 |

# Index of industrial production for Wales: first quarter

Industrial production in Wales in the first quarter of 1977, as measured by the all industries index, is provisionally estimated at 105.5 (1970 = 100). There was little change from the previous quarter (106.1) but the latest figure is 4 per cent up on the first quarter of 1976. The United Kingdom index for the first quarter of 1977, at 103.2, was unchanged from the previous quarter and showed a 1 per cent increase since the first quarter of 1976.

The all manufacturing industries index registered a slight increase over the previous quarter's figure and a 7 per cent increase from the first quarter of 1976. At 121 the engineering and allied industries index was some 5 per cent above the level for the first quarter of 1976; metal goods not elsewhere specified (14 per cent up from first quarter 1976) and vehicles (11 per cent) were the main contributors to this increase; mechanical and instrument engineering, however, recorded an 8 per cent fall over the year. Other notable increases from first quarter 1976 were in food, drink and tobacco (17 per cent), ferrous metals (13 per cent), bricks, pottery, glass, cement etc (13 per cent), other manufacturing industries (26 per cent) and gas, electricity and water (11 per cent).

Mining and quarrying continued to fall (an 8 per cent drop since fourth quarter 1976) as did textiles, leather and clothing (5 per cent) and construction (6 per cent). The United Kingdom construction index, although at a higher absolute level (compared with 1970), fell by 8 per cent since fourth quarter 1976.

The market sector analysis presented in table 2 shows that the consumer goods sector rose slightly in the first quarter and by 16 per cent over the year. The intermediate goods sector (including the iron and steel industry) fell by about 5 per cent compared with the previous quarter but increased by 3 per cent over the year. The investment goods sector showed some sign of recovery (with an increase of more than 1 per cent) in the latest quarter but nevertheless has declined by about 2 per cent from the corresponding quarter of 1976.

**Inquiries:** Cardiff (0222) 28066 ext. 394.

## Table 1 Index of industrial production for Wales[1]

Seasonally adjusted indices 1970 = 100

| 1968 SIC | 1970 weights per thous | Annual indices | | | | | | Quarterly indices | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | | | 1976 | | | | 1977 |
| | | 1971 | 1972 | 1973 | 1974 | 1975 | 1976 | 1st qtr | 2nd qtr | 3rd qtr | 4th qtr | 1st qtr p |
| Total: all industries | 1 000 | 100.1 | 107.2 | 112.6 | 107.0 | 99.1 | 102.2 | 101.3 | 101.5 | 99.8 | 106.1 | 105.5 |
| Mining and quarrying | 85 | 101 | 81 | 82 | 62 | 73 | 66 | 67 | 65 | 65 | 66 | 61 |
| Total: all manufacturing industries | 701 | 101.0 | 108.5 | 116.9 | 111.5 | 102.2 | 107.7 | 105.8 | 107.0 | 105.5 | 112.6 | 113.5 |
| Food, drink and tobacco | 40 | 106 | 112 | 120 | 134 | 146 | 150 | 140 | 147 | 158 | 156 | 164 |
| Coal and petroleum products | 37 | 103 | 98 | 106 | 128 | 99 | 101 | 100 | 99 | 100 | 105 | 100 |
| Chemicals and allied industries | 47 | 118 | 125 | 131 | 142 | 130 | 152 | 151 | 148 | 154 | 157 | 161 |
| Metal manufacture | 199 | 94 | 99 | 102 | 86 | 72 | 83 | 77 | 87 | 80 | 89 | 86 |
| Ferrous | 166 | 94 | 101 | 99 | 79 | 65 | 75 | 70 | 78 | 72 | 78 | 79 |
| Non-ferrous | 33 | 94 | 89 | 114 | 121 | 108 | 127 | 118 | 129 | 118 | 143 | 122 |
| Engineering and allied industries: total | 222 | 101 | 106 | 118 | 118 | 115 | 116 | 115 | 114 | 114 | 119 | 121 |
| Mechanical and instrument engineering | 62 | 96 | 96 | 110 | 115 | 107 | 99 | 104 | 100 | 96 | 97 | 96 |
| Electrical engineering | 56 | 104 | 113 | 140 | 137 | 147 | 154 | 151 | 144 | 152 | 167 | 158 |
| Vehicles: including aircraft and shipbuilding | 65 | 106 | 112 | 110 | 109 | 104 | 110 | 108 | 114 | 109 | 111 | 120 |
| Metal goods not elsewhere specified | 39 | 97 | 103 | 113 | 113 | 100 | 96 | 93 | 93 | 97 | 98 | 106 |
| Textiles, leather and clothing | 59 | 104 | 127 | 123 | 107 | 96 | 92 | 96 | 86 | 90 | 97 | 92 |
| Bricks, pottery, glass, cement etc | 20 | 127 | 133 | 152 | 135 | 117 | 114 | 111 | 113 | 113 | 119 | 125 |
| Timber, furniture etc | 13 | 109 | 128 | 150 | 124 | 130 | 137 | 140 | 135 | 138 | 136 | 138 |
| Paper, printing and publishing | 31 | 86 | 98 | 116 | 90 | 72 | 74 | 75 | 77 | 74 | 71 | 72 |
| Other manufacturing industries | 32 | 103 | 125 | 147 | 145 | 130 | 152 | 144 | 135 | 164 | 164 | 181 |
| Construction | 146 | 99 | 103 | 102 | 92 | 90 | 80 | 86 | 79 | 76 | 79 | 74 |
| Gas, electricity and water | 68 | 92 | 135 | 130 | 149 | 120 | 138 | 132 | 139 | 135 | 148 | 147 |

Source: Welsh Office

[1] Small revisions may be made to the series at each quarter, going back to the start of the previous year.
p Provisional.

## Table 1a UK index – key components

| | 1970 weights per thous | Annual indices | | | | | | Quarterly indices | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | | | 1976 | | | | 1977 |
| | | 1971 | 1972 | 1973 | 1974 | 1975 | 1976 | 1st qtr | 2nd qtr | 3rd qtr | 4th qtr | 1st qtr p |
| Total: all industries | 1 000 | 100.3 | 102.5 | 110.0 | 107.0 | 101.8 | 102.3 | 101.9 | 102.4 | 101.5 | 103.2 | 103.2 |
| Mining and quarrying | 37 | 100 | 84 | 93 | 79 | 86 | 89 | 88 | 89 | 86 | 94 | 104 |
| Total: all manufacturing industries | 745 | 99.5 | 102.1 | 110.7 | 109.1 | 102.5 | 103.5 | 102.1 | 103.6 | 103.6 | 104.5 | 105.3 |
| Construction | 146 | 103 | 105 | 107 | 98 | 97 | 89 | 93 | 90 | 86 | 87 | 80 |
| Gas, electricity and water | 72 | 103 | 111 | 118 | 119 | 121 | 124 | 127 | 122 | 119 | 129 | 128 |

Source: Central Statistical Office

## Table 2 Index of industrial production for Wales: market sector analysis[1]

Seasonally adjusted indices 1970 = 100

| | 1970 weights per thous[2] | Annual indices | | | | | | Quarterly indices | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | | | 1976 | | | | 1977 |
| | | 1971 | 1972 | 1973 | 1974 | 1975 | 1976 | 1st qtr | 2nd qtr | 3rd qtr | 4th qtr | 1st qtr p |
| Consumer goods sector | 137 | 104.6 | 119.6 | 136.1 | 127.0 | 125.3 | 134.6 | 127.1 | 128.1 | 137.3 | 145.9 | 147.1 |
| Intermediate goods sector | 594 | 99.2 | 106.0 | 107.6 | 101.8 | 90.0 | 97.7 | 93.9 | 97.9 | 97.6 | 101.2 | 96.5 |
| Investment goods sector | 123 | 101.5 | 102.6 | 124.2 | 128.8 | 124.3 | 118.8 | 122.5 | 117.2 | 116.7 | 118.8 | 120.4 |

Source: Welsh Office

[1] See footnote, table 1.
[2] The construction industry (weight 146) is excluded from this analysis.
p Provisional.

# Release dates of economic statistics to be published in August

Information in the table below is issued by the Central Statistical Office on behalf of the Government Statistical Service and other organisations as a guide to the dates of publication of major economic series in August. The dates are those which departments, or other organisations concerned, are aiming at, and would normally expect to meet. Exceptionally, there may be a delay resulting from unavoidable statistical problems of collection and compilation. Inquiries about individual series should be addressed to the source named.

| | Method of release | Source |
|---|---|---|
| **1 Mon** | | |
| Building society house prices and mortgage advances (2nd qtr) | PN | Department of the Environment |
| **2 Tues** | | |
| UK official reserves (July) | PN | Treasury |
| Capital issues and redemptions (during the month of July) | PN | Bank of England |
| Slum clearance (2nd qtr) | PN | Department of the Environment |
| Housing starts and completions (June) | PN | Department of the Environment |
| House renovation grants approved (June) | PN | Department of the Environment |
| **8 Mon** | | |
| Wholesale price index numbers (July – prov) | PN | Department of Industry |
| Retail sales (June – final) | PN | Department of Trade |
| Hire purchase and other instalment credit business (June) | PN | Department of Trade |
| **9 Tues** | | |
| Central government financial transactions (including borrowing requirement) (July) | PN | Treasury |
| Provisional figures of vehicle production (July) | PN | Department of Industry |
| **10 Wed** | | |
| UK bank's eligible liabilities, reserve assets, reserve ratios and special deposits (mid-July) | PN | Bank of England |
| London clearing banks' monthly statement (mid-July) | PN | CLCB |
| **11 Thurs** | | |
| Finished steel consumption and stock changes (2nd qtr – prov) | PN | Department of Industry |
| **12 Fri** | | |
| Usable steel production (July) | PN | BSC/BISPA |
| Retail prices index (July) | PN | Department of Employment |
| Index of industrial production (June – prov) | PN | CSO |
| Building Societies receipts and loans (July) | PN | BSA |
| Balance of payments current account and overseas trade figures (July) | PN | Department of Trade/ CSO |
| **15 Mon** | | |
| Turnover of the catering trades (2nd qtr) | PN | Department of Industry |
| Retail sales (July – prov) | PN | Department of Trade |
| **17 Wed** | | |
| Basic rates of wages and normal weekly hours (July) | PN | Department of Employment |
| Monthly index of average earnings (June) | PN | Department of Employment |
| **18 Thurs** | | |
| Preliminary estimate of gross domestic product based on output data (2nd qtr) | PN | CSO |
| Consumers' expenditure (2nd qtr – 2nd preliminary estimate) | PN | CSO |
| London dollar and sterling certificates of deposit (mid-July) | PN | Bank of England |
| UK banks' assets and liabilities and the money stock (mid-July) | PN | Bank of England |
| Building societies: mortgage survey, 5% sample survey results (2nd qtr) | PN | Department of the Environment |
| **19 Fri** | | |
| Sales and orders in the engineering industries (May) | Trade and Industry | Department of Industry |
| **21 Sun** | | |
| National Savings monthly progress report (July) | PN | National Savings Committee |
| **22 Mon** | | |
| Construction – new orders (June) | PN | Department of the Environment |
| Turnover of the motor trades (2nd qtr) | PN | Department of Industry |
| CBI Monthly Trends Inquiry (August) | PN | CBI |
| **23 Tues** | | |
| Unemployment (August – prov) | PN | Department of Employment |
| Unfilled vacancies (August – prov) | PN | Department of Employment |
| New vehicle registrations (July) | PN | Department of Transport |
| **25 Thurs** | | |
| Car and commercial vehicle production (July – final) | PN | Department of Industry |
| Capital expenditure by the manufacturing, distributive and service industries (2nd qtr – prov) | PN | Department of Industry |
| Manufacturers' and distributors' stocks (2nd qtr – prov) | PN | Department of Industry |
| Energy Trends | PN | Department of Energy |
| Bricks and cement production (July) | PN | Department of the Environment |
| Unemployment (July – final) | Gazette | Department of Employment |
| Employment in production industries (June) | Gazette | Department of Employment |
| Overtime and short-time working in manufacturing industries (June) | Gazette | Department of Employment |
| Stoppages of work due to industrial disputes (July) | Gazette | Department of Employment |

PN = Press notice

# Manufacturers' stocks in May

It is estimated that manufacturers' stocks rose by about £90 million at 1970 prices, seasonally adjusted, in May. Indications are of rises in all three assets. Monthly figures from January 1976 are shown below:

£ million

| | 1970 prices seasonally adjusted |
|---|---|
| **1976** | |
| January | +40 |
| February | no change |
| March | −10 |
| April | −90 |
| May | +40 |
| June | −60 |
| July | −50 |
| August | +20 |
| September | +30 |
| October | +10 |
| November | +10 |
| December | +60 |
| **1977** | |
| January | +20 |
| February | +70 |
| March | +90 |
| April | no change |
| May | +90 |

**Inquiries:** 01-215 5215/3176.

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# Registrations of British, community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 22 July 1977.

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

| Title of film | Registered no. | Playing time minutes | Date of registration | Registered in the name of | Maker's name |
|---|---|---|---|---|---|
| BRITISH | | | | | |
| Festival | BR/E 39248/24/7/82 | 37 | 19 July | Rank Film Distributors Ltd | James Archibald and Associates Ltd |
| The Angelos Incident | BR/E 39249/24/7/82 | 23 | 19 July | Rank Film Distributors Ltd | Drummer Films Ltd |
| The Model Look | BR/E 39252/24/7/82 | 28 | 20 July | EMI Films Ltd | New Decade Films Ltd |
| Are You Being Served | BR/E 39257/24/7/82 | 95 | 22 July | EMI Films Ltd | Anglo-EMI Productions Ltd |
| Hi-Fidelity | BR/E 39259/24/7/82 | 4 | 22 July | Contemporary Films Ltd | British Film Institute Production Board |
| Balablok | BR/E 39261/24/7/82 | 7 | 22 July | Contemporary Films Ltd | National Film Board of Canada |
| The Kiss | BR/E 39262/24/7/82 | 18 | 22 July | Oppidan (UK) Ltd | Oppidan (UK) Ltd |
| Movietone News 2511 | BR/E 39178/24/7/82 | 8 | 22 July | British Movietonews Ltd | British Movietonews Ltd |
| COMMUNITY | | | | | |
| The Best Way to Walk | EC 39253/24/7/82 | 85 | 20 July | Oppidan (UK) Ltd | Filmoblic, Cinemag and Prospectacle, Paris |
| FOREIGN | | | | | |
| The Goldfish | F 39247 | 16 | 19 July | Children's Film Foundation Ltd | Institute for the Intellectual Development of Children and Young Adults, Tehran |
| Nasty Habits | F 39250 | 92 | 20 July | Scotia-Barber Distributors Ltd | Bowden Productions Ltd, London |
| Gulliver's Travels | F 39251 | 80 | 20 July | EMI Films Ltd | Valeness Ltd, London and Belvision S.P.R.L., Brussels |
| Alice in Wonderland | F 39254 | 90 | 20 July | Productions Associates (UK) Ltd | Bill Osco Productions, California |
| Communion | F 39255 | 108 | 22 July | Hemdale International Films Ltd | Harristown Funding Ltd, New Jersey |
| Fellini's Casanova | F 39256 | 163 | 22 July | Twentieth Century-Fox Film Co Ltd | PEA Produzioni Europee Associate S.P.A. and Fast Films S.A., Rome |
| Brother and Sister (Mon and Ino) | F 39258 | 98 | 22 July | Contemporary Films Ltd | Toho International Co Ltd, Tokyo |
| The Long Holidays of 1936 | F 39260 | 147 | 22 July | Contemporary Films Ltd | Jose Frade P.C.S.A., Madrid |


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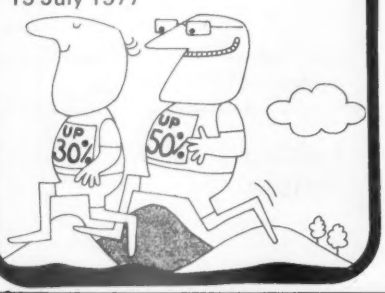
Trade and Industry,
15 July 1977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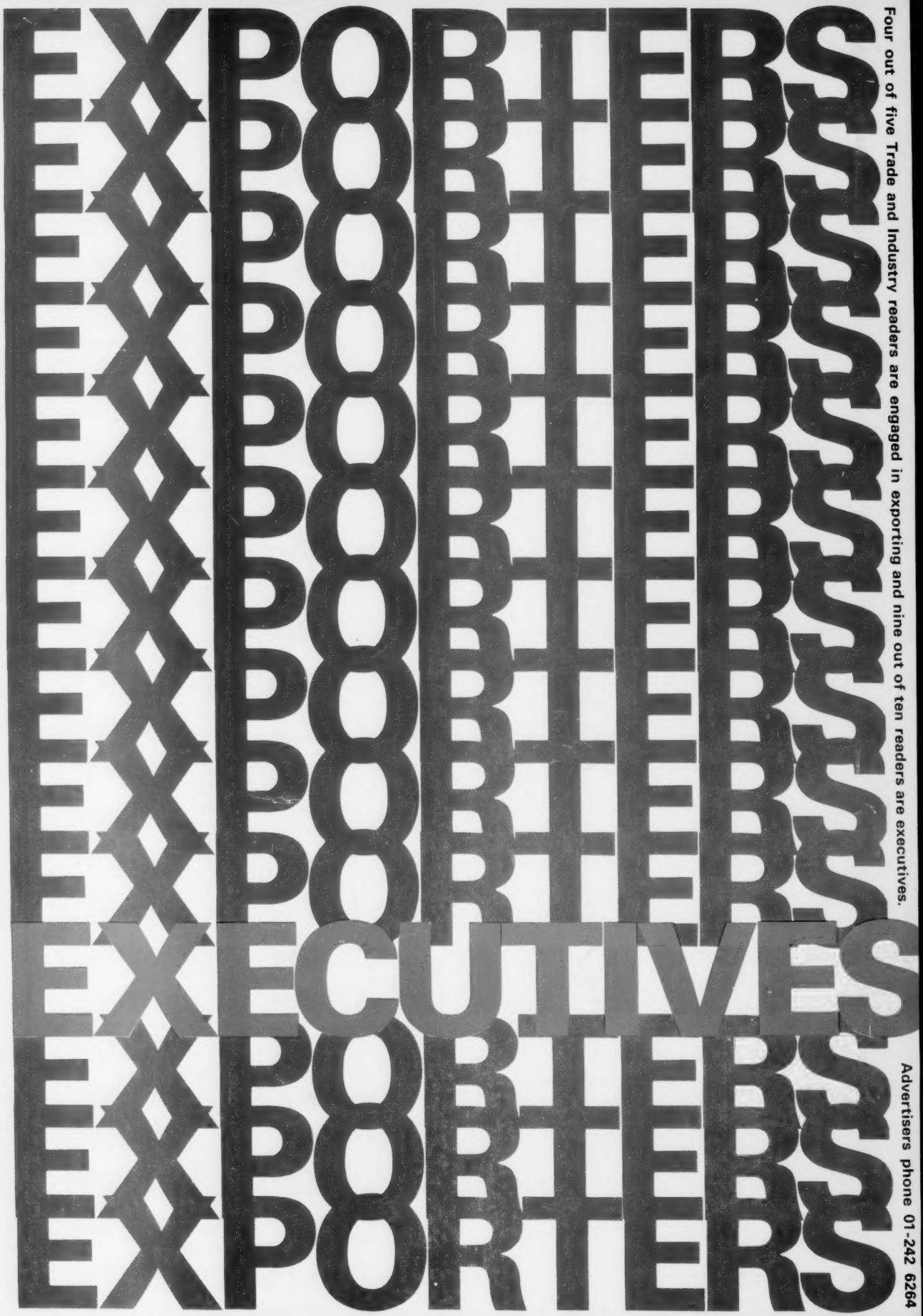


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